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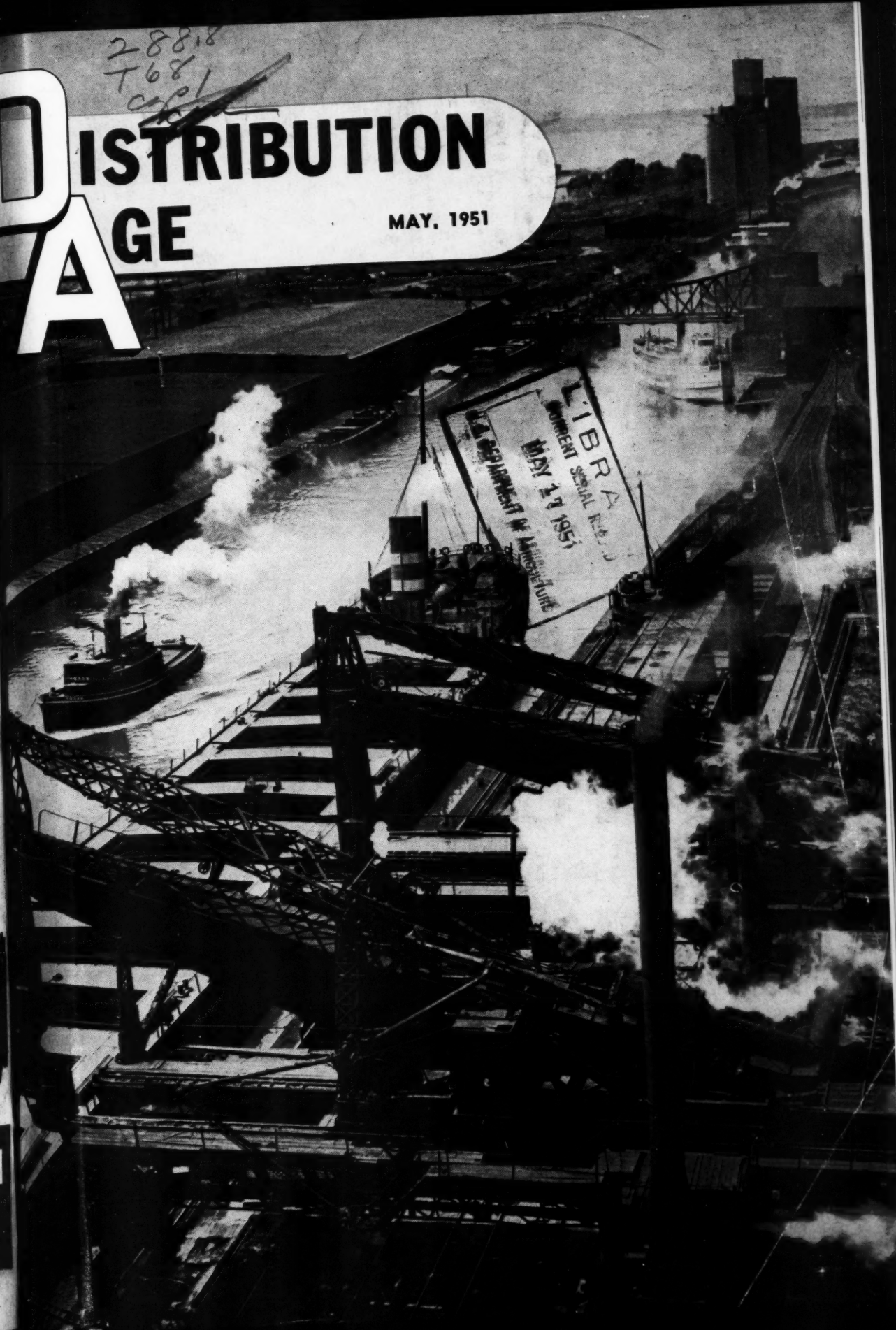
MAY, 1951

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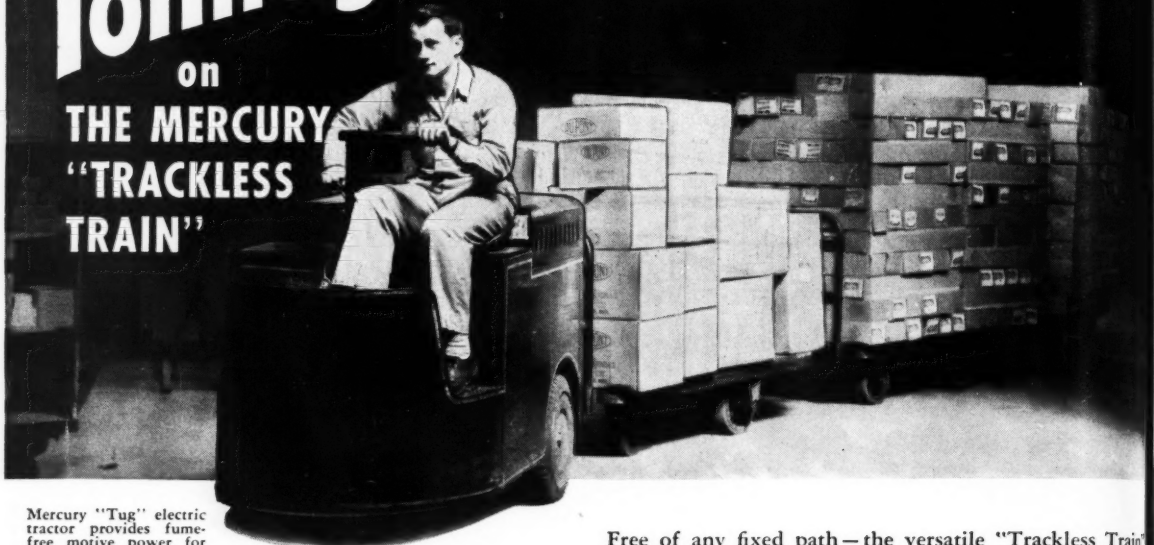
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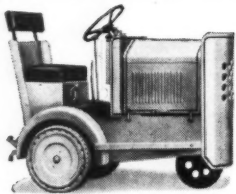


Tonnage Travels for Less...

on
THE MERCURY
"TRACKLESS
TRAIN"

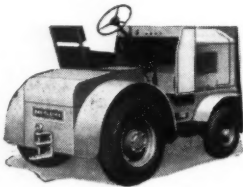


Mercury "Tug" electric tractor provides fume-free motive power for train of Mercury "A-310" trailers.



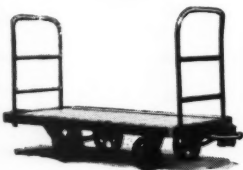
"BANTY"
GAS TRACTOR

Smallest gas tractor made—yet develops a drawbar pull in excess of 2000 lbs. A favorite throughout industry for its power, stamina and compact size.



"HUSKIE"
GAS TRACTOR

This rugged haulage unit is all that its name implies—a powerful, 6-cylinder, 4-wheel tractor—built to haul any wheeled load it might encounter in industry.



TYPE "A-310"
TRAILER

Here's the "burden-bearer" of the "Trackless Train"—an all-steel, all-purpose, castor-steer trailer available in wide range of platform and body types. Easy-running, may be instantly coupled or detached.

MERCURY MANUFACTURING CO.

4104 S. Halsted St.
Chicago 9, Ill.



MERCURY

TRACTORS • TRAILERS • LIFT TRUCKS

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Every ton hauled for less because the "Trackless Train" keeps loads on wheels... easy to move, no "dead" weight. Moves more tonnage by merely adding more trailers... no increase in power units.

Learn how this versatile, low cost material handling system can serve you. For complete information, ask a Mercury Sales Engineer to call. There is no cost or obligation.

FREE: BULLETIN 201-6

Illustrates and describes all Mercury equipment—including latest additions to Mercury's expanded material handling line. Request your copy of this 48 page catalog—today.



FORK-TRUCK — "TRACKLESS TRAIN"

When moving materials over 200 feet—do the job faster, at less cost by Fork-Truck- "Trackless Train." In this system, fork-truck loads trailers—tractor hauls trailers to destination—where fork truck speeds unloading.



Once Again BAKER Makes
Industrial Truck History!

THE NEW BAKER TYPE FS

2000 pound FORK TRUCK

This Rugged ALL NEW 2000 pound capacity
FORK TRUCK combines OUTSTANDING
DEPENDABLE PERFORMANCE with LOW
FIRST COST, LOW OPERATING COST and
MINIMUM MAINTENANCE!



In 1950 when we introduced the new 100% Functional Type FT-3000 and 4000 pound Fork Truck, we said it would do more work per dollar invested than any other truck in its class.

HUNDREDS OF USERS AGREE THAT IT HAS MORE THAN LIVED UP TO OUR CLAIM!

Now Baker announces the Type FS, with the same *completely functional* design, in the 2,000 pound class. If you have a material handling problem for trucks in this capacity — it will pay you to get all the facts.

Write for Bulletin 1327

Compare These Features!

POWER EFFICIENCY! Baker-built motors for travel, hoist and tilt develop the highest horsepower for any motors of their size and weight.

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HYDRAULIC LIFT AND TILT! Low-pressure hydraulic system for lift and tilt motions, increases safety and minimizes seepage.

RUGGEDNESS AND STAMINA! All-welded steel truck frame with integral bumper counterweight. Most efficient structural design for strength and utilization of space.

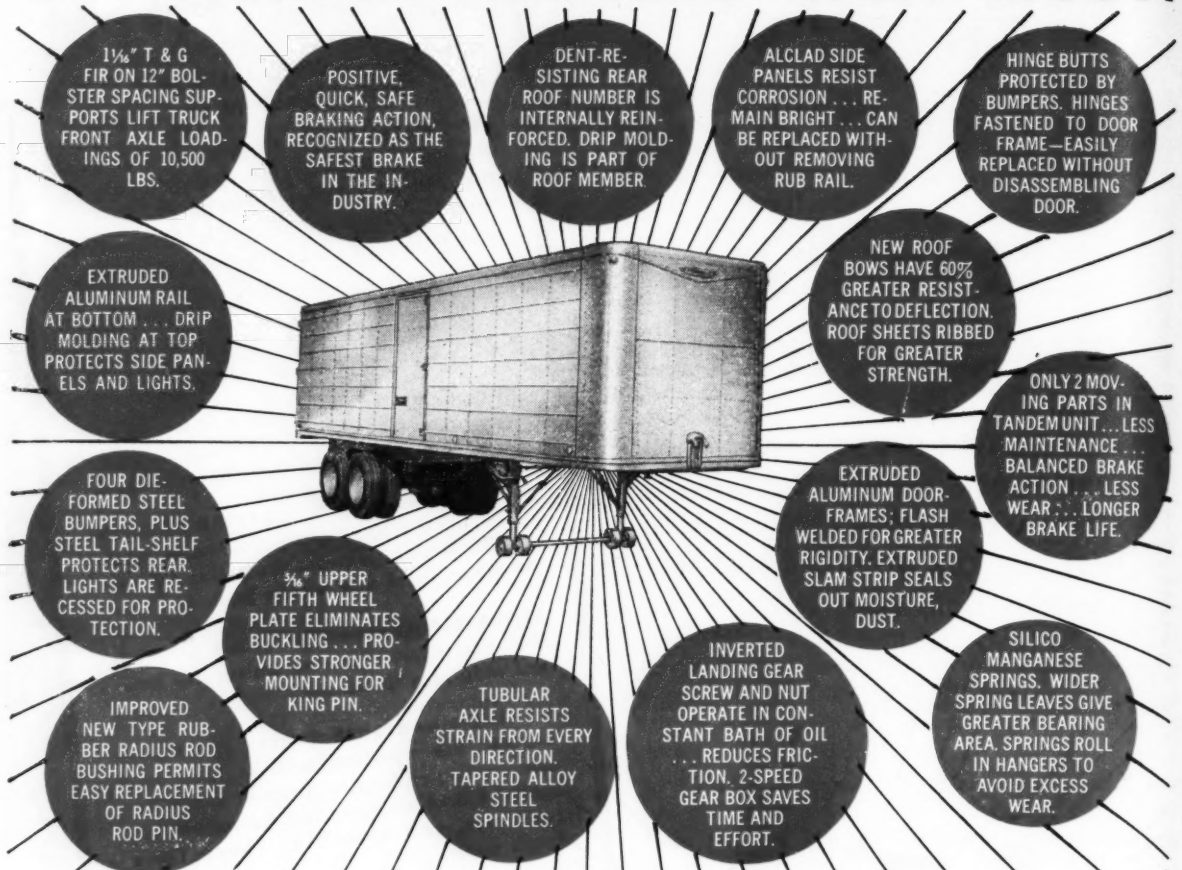
BAKER INDUSTRIAL TRUCK DIVISION of The Baker-Raulang Company

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In Canada: Railway & Power Engineering Corporation, Ltd.

Baker INDUSTRIAL TRUCKS

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NEW, Stronger, Lightweight Model A is Advance-Designed to *Cut Rising Operating Costs!*

Trailmobile's new aluminum trailer meets today's need for a lightweight unit that can take it! Model A is advance-designed throughout with "years-ahead" features. All vital points of strain are reinforced to take grueling 24-hour-per-day service—yet require a bare minimum of maintenance.

Check the Model A specifications above, point by

point, feature for feature. You'll find every construction feature which your own practical day-by-day experience proves is needed to meet today's hauling conditions. And only in this new Trailmobile will you find extra service so carefully engineered into the trailer—providing longer trailer life and greater safety. Get the cost-saving facts now!

WRITE TODAY FOR DETAILED INFORMATION

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DISTRIBUTION MAGAZINE

MAY, 1951

The Magazine that Integrates all Phases of Distribution
100 EAST 42nd STREET, NEW YORK 17, N. Y. — MU 5-8600

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GEORGE POST

Assistant Manager

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PAUL WOOTON

Washington Member of the Editorial Board

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FRONT COVER

Every spring breakup brings the ships back to the inland waterways. Threading the heart of the continent, the canals, rivers, and lakes are our oldest and still one of our major forms of transportation. And the inland waterways are still the center of controversy—once again the famous St. Lawrence Seaway is under discussion. If it were ever completed, the consequences for such a port as Buffalo, whose harbor is depicted here, would be startling.

(Ewing Galloway, N. Y. photo).



When a shy miss said, "Yes sir . . . I may"
 Her beau wouldn't risk a delay.
 He said "I'll act quick
 To make the 'yes' stick
 And airFREIGHT the bridal bouquet."



DELTA airFREIGHT

Covers the South overnight

Per 100 lbs. between

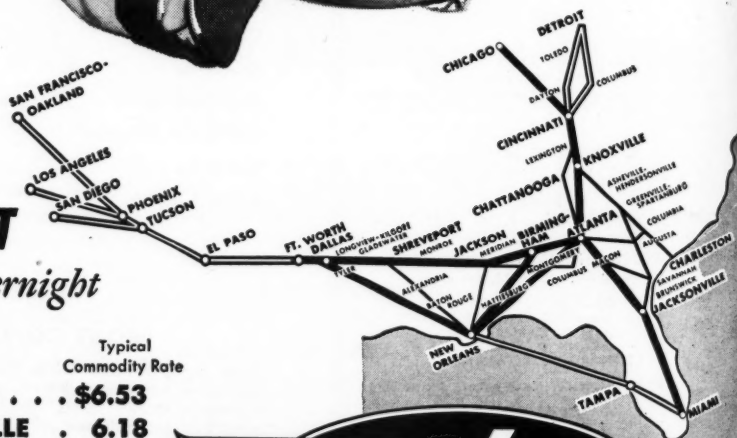
DALLAS - ATLANTA \$6.53

CINCINNATI - JACKSONVILLE . 6.18

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Typical
Commodity Rate

For complete commodity rates and schedules write airFREIGHT
 Department, Delta Air Lines, Atlanta, Ga.



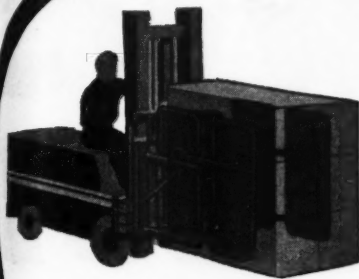
MORE FOR YOUR MONEY

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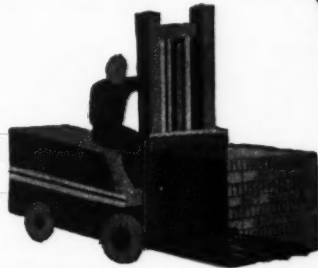
CLARK Attachments

You employ your fork-lift truck to best advantage by getting the most out of it. CLARK attachments for CLARK fork-lift trucks enable you to do just that.

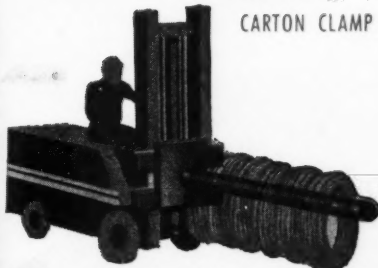
Interchangeable in most cases with standard forks, these attachments make a fork-truck *many machines in one*—a truck out of which maximum rather than just normal benefits are derived. And all this at a cost so low that it is quickly and painlessly absorbed. To make the most of your fork-lift trucks—to discover uses for them that might not have occurred to you, check with your CLARK Dealer (he's listed in the Yellow Pages of your telephone book) or fill out the coupon below and send it to us attached to your business letterhead.



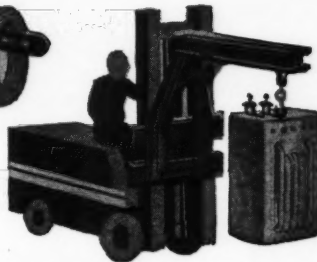
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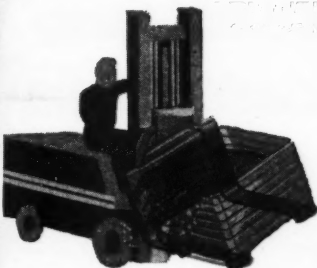
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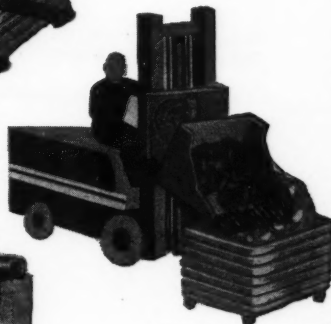
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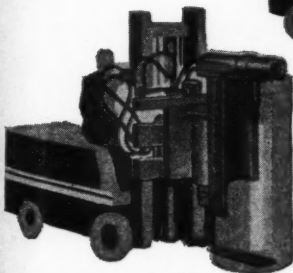
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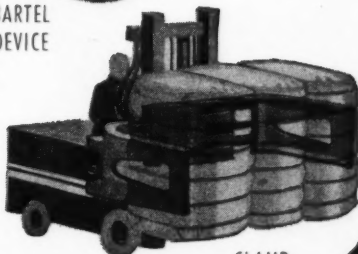
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DEVICE



SHOVEL



BARTEL
DEVICE



CLAMP

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INDUSTRIAL TRUCK DIVISION • CLARK EQUIPMENT COMPANY • BATTLE CREEK 11, MICHIGAN

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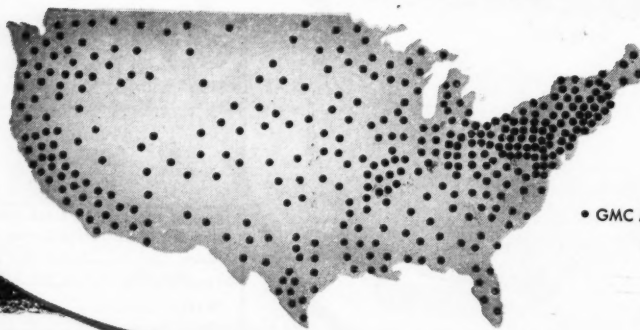
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road service network for GMC
drivers, any place, any time!

• GMC Approved Diesel Service Dealers

'S AMERICA'S ST POPULAR DIESEL

**because it leads in performance and
nationwide service facilities**

JUST a year ago the first new GMC Series 650 Diesel middleweight trucks came off the production line—and as of today they are outselling any other Diesel, for very good reasons.

Pay for themselves in fuel savings

Former gas truck users who have changed over to these new GMC Diesels report they are averaging 50% more miles per gallon from lower-cost Diesel fuel—a saving that amounts to \$1,000 or more every 50,000 miles!

They say, too, that these rugged carriers are real timesavers on long-distance runs—because GMC Synchro-Mesh transmission eliminates double-clutching hazards and slowdowns on hills.

But more important still, the GMC two-cycle Diesel engine delivers twice as many

power strokes per every crankshaft revolution as four-cycle engines used in most Diesel trucks. This makes it smoother-running, faster-accelerating and creates reserve torque—pulling power—that levels off the grades.

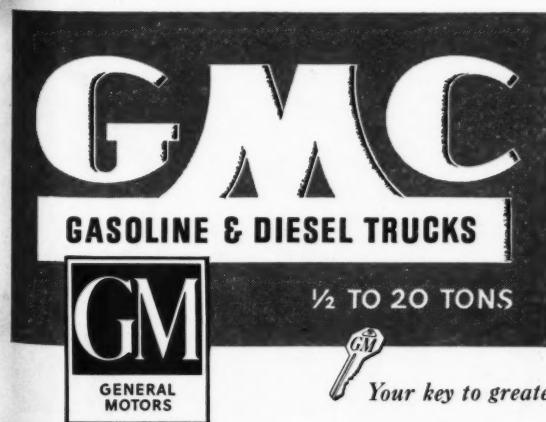
Add such extra-value—but not extra-cost—features as Pillow-Action Shock Absorbers, longer front springs, Wide-Track front axle, full Ball-Bearing Steering, “Six-Footer” Lifetime Cab, and it’s easy to see why truckers call GMC a real truck.

Coast-to-coast service

GMC Diesels are booming in popularity, too, because complete parts, service and repair facilities maintained by factory-trained mechanics are available at 373 points across the country. GMC service is as close as the nearest phone.†

Besides these sensational new 45,000-55,000 lb. GCW Diesels, GMC makes a complete line of light, medium and heavy-duty trucks from 4,800 to 90,000 lbs. gross weight, in the widest range of engine-chassis-body combinations to meet every trucking need. To get the best truck for your work, see your GMC dealer.

*GMC Truck & Coach Division
of General Motors*



1/2 TO 20 TONS



Your key to greater hauling profits

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Operator
the name
approved
exclusive
work for GMC
any time!

Service Dealers

Here's Help

You demand more and more from your batteries as industry strains its facilities for defense.

To help you get more out of these essential tools of production—to choose, use, handle and maintain your batteries without waste—

Gould announces the

GOULD

Plus-Performance

Plan

p You Need NOW!

Battery performance can be improved as much as 50%* if these eight points are put into practice:

1. **Buy Your Batteries to Fit the Job.** Purchase of oversized or undersized batteries wastes money, materials and manpower.
2. **Install Your Batteries Correctly.** Connect them properly, ventilate adequately and handle according to printed instructions.
3. **Use Your Batteries Within Designed Capacities.** Overdischarge cuts down battery performance.
4. **Charge Your Batteries Properly.** Use recommended rates of initial, finish and float charges.
5. **Maintain Your Batteries Systematically.** Organize a preventive maintenance program.

6. **Inspect Batteries Periodically.** Tighten loose connections and replace worn cables.
7. **Test Your Batteries Regularly.** Keep a record of cell readings—know the condition of your batteries at all times.
8. **Replace When Necessary.** When you know the condition of your batteries, you can place your orders far enough ahead to insure continuous service.

GOULD'S PLUS-PERFORMANCE PLAN is designed to help you conserve and extend your essential battery power. It is a complete, integrated system of manuals, articles, specifications, bulletins, record cards and charts which give you information on every one of these eight points—explaining and illustrating how to choose, use, install, charge, maintain, inspect and test.

**From tests in the Gould Research Laboratory and performance tests in the field.*

LET THIS PLAN GO TO WORK FOR YOU...WRITE US TODAY!

Any or all of the material available under the Gould PLUS-PERFORMANCE PLAN is FREE to battery users without obligation. A request on your letterhead stating the particular problem or problems in which you are interested, will bring the appropriate literature—and booklet explaining the complete plan—by return mail. Write us, attention Field Engineering Department.



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STORAGE BATTERIES

GOULD-NATIONAL BATTERIES, INC., TRENTON 7, NEW JERSEY

Always Use Gould-National Automobile and Truck Batteries

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up extra profits by not
exporting through Philadelphia.
Please bring in
your figures.*



These are the facts the figures showed:

1. Both truck and rail rates are cheaper to Philadelphia from many areas.
2. Direct shipside delivery can be made without delay.
3. Direct transfer from rail car or truck to ship at modern piers lessens risk of damage to all types of cargoes.
4. These savings mean lower F.A.S. prices.

Regardless of the size, quantity, or value of your overseas shipments it will pay you to investigate The Delaware River Port for more efficient, lower-cost exporting.



SEND FOR FREE COPY "A Guide to Harbor Facilities of the Delaware River Port" including Philadelphia, Camden, Trenton, Gloucester, Chester, Paulsboro, Wilmington. Indexed map shows principal waterfront installations. Address Delaware River Joint Commission, Camden 2, N. J.

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PHILADELPHIA • CAMDEN • TRENTON • CHESTER • WILMINGTON

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Direct rail car-to-ship loading from double-tracked aprons.

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Three trunk line railroad systems interconnected by port belt line bring rail service to every pier.

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160 ship lines and ship's agents with offices in port.

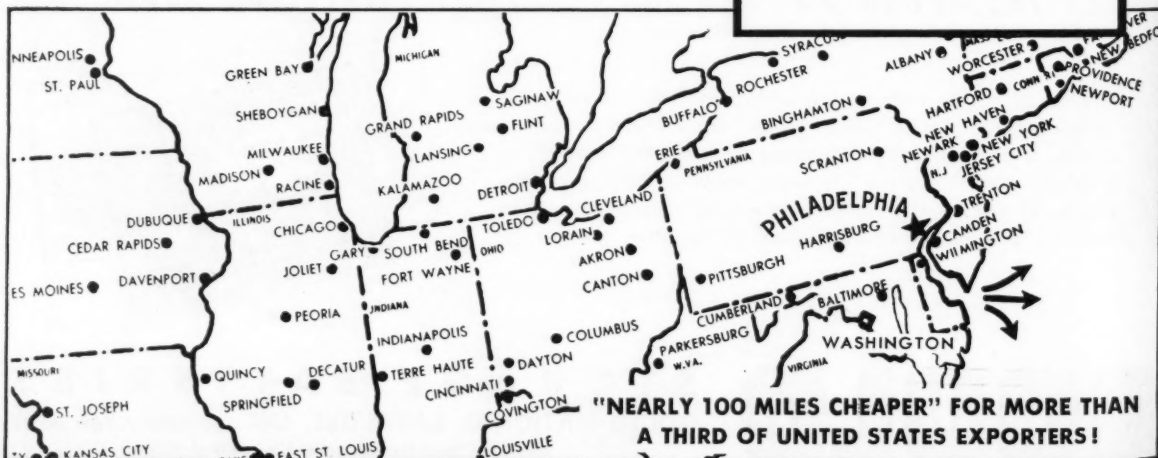
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SHIP SAILINGS

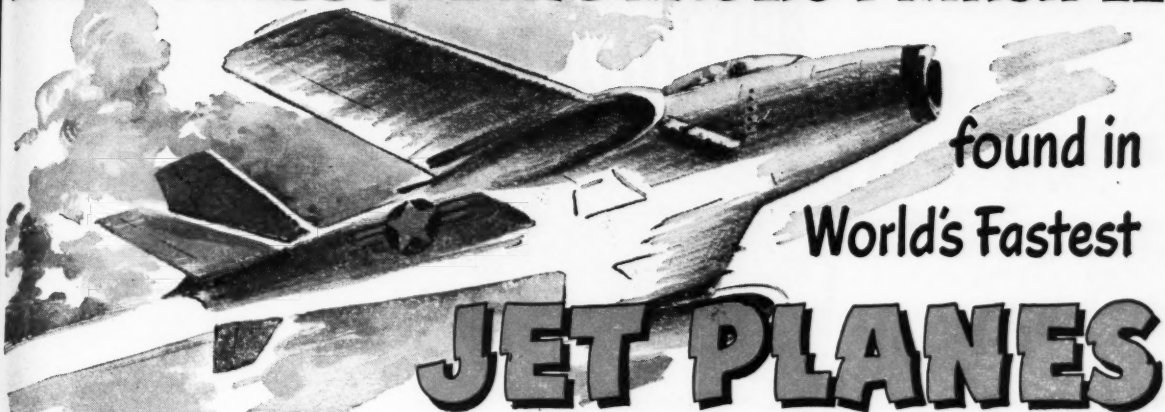
112 services with 273 cargo sailings to 249 ports each month.

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Central to the heaviest concentrations of population, wealth, and business in the United States.



HIGH PRESSURE HYDRAULIC PRINCIPLE



used exclusively in

AUTOMATIC ELECTRIC TRUCKS



Dependable basic principles of HIGH PRESSURE HYDRAULICS found in the World's Fastest Jet Planes, are used *exclusively* in AUTOMATIC ELECTRIC TRUCKS. They represent the *peak of perfection* in advanced engineering design.

High pressure hydraulics efficiently and safely compress a tremendous amount of power into little space, and are used in the LIFTING and TILTING mechanism of Automatic Electric Trucks.

A 2,000 pound per square inch hydraulic system requires only one-half the area for working parts as compared with a low pressure 1,000 pound per square inch system. Consequently, all the units operating the

lift and tilt mechanism on AUTOMATIC ELECTRIC TRUCKS are much smaller physically.

Thus, AUTOMATIC gives you a *smaller, more compact*, electric truck . . . a truck that lifts and tilts *smoothly* and *effortlessly* with easy, finger-tip control. Forks and uprights remain in any position indefinitely *without drifting* . . . and you get increased visibility with greater safety for operator.

Add to this, *smooth throttling* when "inching" loads, instantaneous response to controls, and you have the reasons industry has so enthusiastically accepted Automatic's EXCLUSIVE *high pressure hydraulic system!* Mail coupon.



EXCLUSIVE TWIN LIFT RAMS

Permit Tiering in Low Head-Room Areas

Automatic's use of high pressure hydraulics, with *exclusive* twin lift ram arrangement, permits maximum free lift before increasing overall height of truck. As you can see from the illustration at the left, it allows tiering in box cars, highway trucks and low clearance storage areas. This is because the first lift ram elevates the forks and the second lift ram elevates

the telescopic upright section. Thus the forks reach a maximum initial lift before telescopic section extends.

These are but a few of the many *extras*, precision-engineered and built into every inch of Automatic Electric Trucks. No wonder they are so widely preferred by industry to cut handling costs and workers' fatigue.



AUTOMATIC PUTS MORE INTO ITS ELECTRIC TRUCKS
SO YOU GET MORE OUT OF THEM

another EXCLUSIVE.. another FIRST.. pioneered by AUTOMATIC

AUTOMATIC TRANSPORTATION CO.

DIV. OF THE YALE & TOWNE MFG. CO.

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Chicago 20, Illinois

Please send me, without obligation, FREE Money-Saver Check Chart and FREE Booklet: "How To Make Your Material Handling Pay Dividends" . . . also more information on your Automatic ELECTRIC Trucks with HIGH PRESSURE HYDRAULICS.

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By _____ Title _____

Street Address _____

City _____ Zone _____ State _____



Photo by Josef A. Schneider

We put 'em together...so!

It's like this, see? For example, a trainload of freight cars comes rolling in to North Platte, Nebraska. Some cars are headed for one place, some for another. First we pull 'em apart. Then we put together those cars headed for the same destination.

It used to take quite a time to do this double job entirely with switch engines. But in our modern classification yards at North Platte and Pocatello we've licked that problem. We push the cars to the top of an incline from where each car, its

speed carefully controlled by electrically operated retarders, rolls down one of a number of tracks to be automatically grouped with its "mates."

Thus, **switching time is cut in half.** It's just one way we have of speeding up your freight.

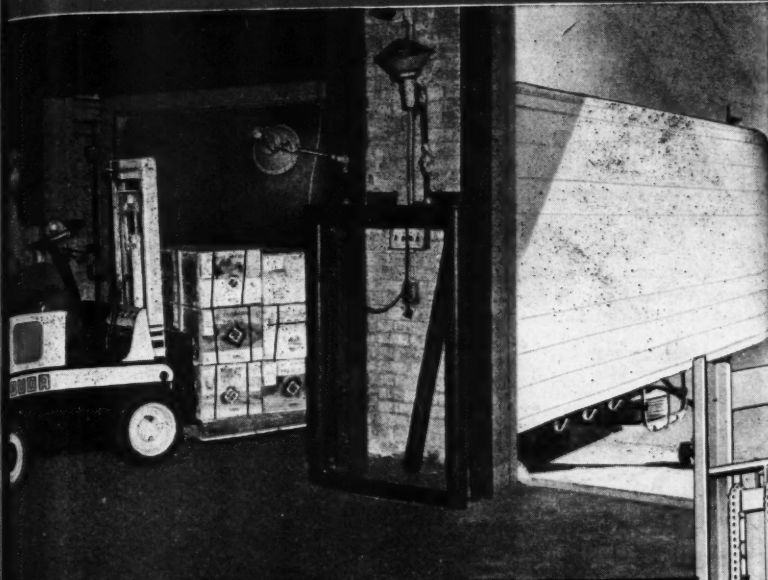
• • •

Call your nearest Union Pacific freight representative for information, or help in solving traffic problems.

Be Specific - Ship "Union Pacific"

[Offices in 70 cities throughout the U. S. A.]

New Buda 2000 lb. Fork Lift Truck

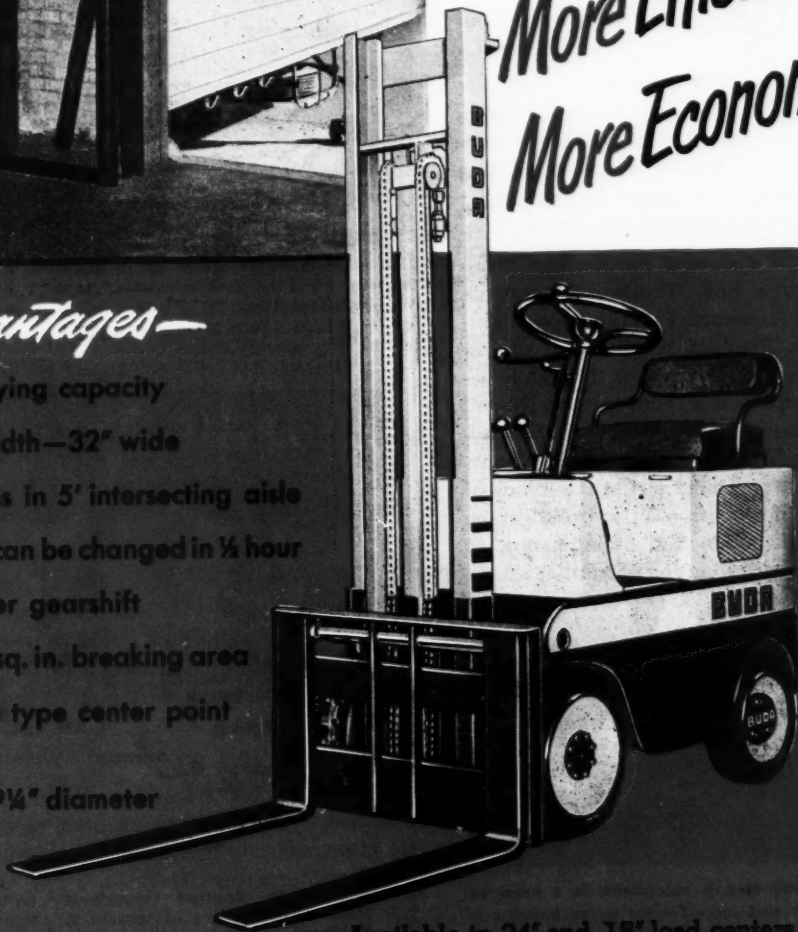


gives you:

*More Truck
More Efficiency
More Economy*

Check these Advantages—

- 17 to 23% greater load carrying capacity
- Shorter length • Narrow width—32" wide
- Shorter turning radius. Turns in 5' intersecting aisle
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- Easier operating, single lever gearshift
- Safer hydraulic brakes—82 sq. in. breaking area
- Easy to operate automotive type center point steering
- Longer life, larger clutch—9¼" diameter
- Engine and transmission easily accessible
- Pivot-mounted steer axle with spring cushion stabilizer
- —easy maneuvering...greater stability
- Underwriters approved



Available in 24" and 15" load centers with a wide choice of lifts to meet any handling situation or requirement. Ask your nearby Buda Materials Handling Distributor for full details. Write for Bulletins and data. The Buda Company, Harvey, Illinois.

BUDA

The Line with AN 3 for Diversified Handling



Manufacturers of Diesel and Gasoline Engines, Railroad Products, Lifting Jacks, Earth Drills, and Material Handling Equipment.

500 NEW FRUEHAUFS TO ROLL FOR RISS!

... Reason: "It's the Trailer we've never been able to wear out!"



R. R. RISS, SR.
Chairman of the
Board

Operating in a 22 state area, Riss ranks as America's No. 1 Fleet for miles of territory traveled under company-owned operating rights.

"As one of the first users of Fruehauf's Stainless Steel Trailers, we've found from long experience that the Trailer 'we've never been able to wear out' is unmatched for low per-ton-mile cost of operation.

"We're now pioneering Fruehauf's new Trailer Preventive Maintenance Program — a 'Package Plan' of handling all of our service requirements through Fruehauf Branches conveniently located in our territory. *We are in the hauling business.* And this plan permits us to put hundreds of thousands of dollars, otherwise tied up in garage construction and maintenance, to work hauling for Riss!"



"Ready-to-Roll equipment is a must as more and more freight pours across our dock," says City Terminal Manager Jack Biggs. Dispatch Manager Duvall points to resistance of Fruehauf floors to punishing impacts of heavily laden fork-lifts.



Bigger Payload within legal load limits is one of the big advantages operators get

in Fruehauf's sturdy *lightweights*—Stainless and Corrugated Aluminum.



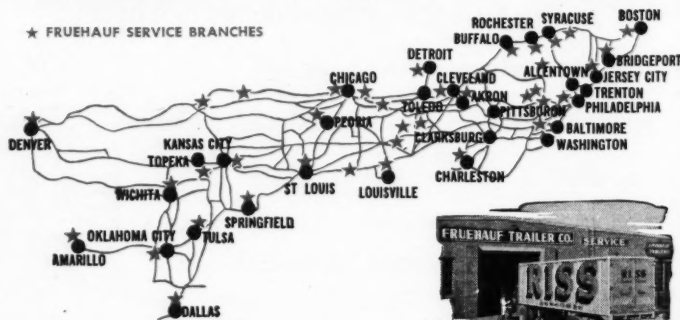
"Fruehaufs Have to Stand Up to maintain our round-the-clock schedules," says Vice-President Mark D. Robeson, pointing to scheduled runs between terminals, in Riss' Equipment Control Center.



Low Cargo Damage records are reviewed by Freight Claim Agent W. O. Richardson and Vice-President W. C. Dannevik, Jr. in stressing the load-protecting advantages of sturdy Fruehauf equipment.

RISS RELIES ON FRUEHAUF SERVICE to keep full fleet rolling at top efficiency!

★ FRUEHAUF SERVICE BRANCHES



Strategically Spotted throughout Riss' 36,172 miles of territory, Fruehauf Branches, each a complete factory in itself, handle everything from Riss' regular maintenance to major repair. Fruehauf's

nation-wide service system offers this complete maintenance service to operators of *all kinds of Trailers* at 80 Factory Service Branches from coast to coast.

FRUEHAUF Trailers

"ENGINEERED — TRANSPORTATION"

for every hauling job . . .

Fruehauf Trailer Co.
10943 Harper Ave., Detroit 32, Mich.

Please send information on _____ (indicate type of unit)

Name _____
Address _____
City _____ State _____



The Barnacle Bill

Another attempt has been made to say who may and who may not practice before administrative agencies of the federal government. It takes the form of HR 3097, the proposed "Administrative Practitioners Act," introduced recently by Representative Walter of Pennsylvania. The bill says that no one may appear before a government agency on behalf of others unless he holds "credentials" from that agency. The credentials may be obtained after the person has satisfied the agency of his "understanding of ethical responsibilities," "competence," and "good character and repute."

If this bill were ever passed, it would be a knockout blow for any industrial traffic manager, trade association employee, and anyone else, part of whose business it is to appear before various government agencies and present arguments on his employer's behalf. It exempts from its provisions (a) anyone appearing as a witness, (b) a partner appearing for a partnership, (c) an individual on his own behalf, (d) a full-time officer or employee of federal, state, or local government. Parenthetically, it should be pointed out that exemption (c) above is absurd, since the individual's right to appear on his own behalf is guaranteed by the Constitution.

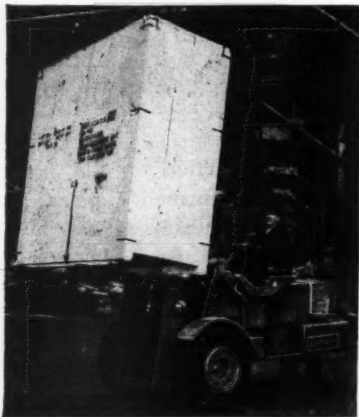
The Associated Traffic Clubs of America, which is protesting this bill, points out quite correctly that it is discriminatory. It would bar a full-time employee of a corporation, of an unincorporated firm, or of an association, from appearing before bodies like the Interstate Commerce Commission for their employers. The ATC says further: "It will not accomplish its stated purpose because the holding of 'credentials' is not proof of either experience or ability."

This meddlesome bill has the avowed objective of "protecting the public," which is perhaps as good an excuse as any. But it will actually injure any member of the public by denying him the right to approach government administrative agencies in behalf of his employer.

A great number of our readers would suffer if HR 3097 were to become law. They would be well-advised to let Washington know that this bill is discriminatory, unnecessary, and one more bad barnacle on the Ship of State.

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LETTERS TO THE EDITOR

Traffic Managers Blast Railroads

To the Editor:

Your editorial titled "Johnny, Be Realistic!" which appeared in the April issue of *DISTRIBUTION AGE* was very timely and brings up one point which is particularly worthy of attention.

I agree that until there is "drastic action by the railroads to eliminate careless switching, and a generally adopted materials handling system adapted to freight in transit," we cannot expect any great improvement in preventing loss and damage to freight. The carriers periodically preach to their employees the principles of careful switching and careful handling of freight, in transfer, but so long as emphasis is placed on speed, such efforts fall on deaf ears. The criterion is the number of cars handled per engine hour or the number of tons of freight handled per man-hour, and the natural reaction of the employee is to keep up with the demanded pace and ignore exhortations for careful handling.

Usually, the more fragile commodities move on a higher level of rates, which are supposedly predicated to a considerable extent on their susceptibility to damage. Despite the placarding of cars and individual shipments with "Handle with Care", "Do not Hump", "Fragile", etc., generally speaking, no more care is exercised in switching or handling such shipments than is exercised in handling shipments which are not fragile. Cars containing coal, sand, or pig iron are handled in the same manner as cars containing refrigerators, washing machines, or glass.

There is a need for revision of the criterion number of cars handled per engine hour or number of tons handled per man-hour to take into consideration the nature of the commodities handled. The railroads should not expect 100 cars of fragile articles to be switched with the same speed as the same number of cars of coal or similar non-fragile commodities. Nor should the motor carriers expect refrigerators to be transferred with the same speed as pig iron—R. M. Boyd, Traffic Manager, Pittsburgh Plate Glass Co., Pittsburgh.

To the Editor:

I am indeed pleased that someone with the facility to get it across and with like ideas has taken hold of this "Thing." For while a shipper can do considerable in giving his goods the best packing and handling, his hands are tied on the treatment the shipment receives enroute.

Carriers—principally rail and motor—do not accord shipments even reasonable care . . . They are mishandled in the freight houses and from the freight house to the vehicle, improv-

erly stowed in the vehicle with a dare to "ride through safely." On rail shipments, they are placed in an antiquated piece of equipment which dates back in principle to its inception, with no improvements added as the years went by and when technological improvements covering the problems involved became commonplace. I speak primarily of better springing on the box cars, shock absorbers on the drawbars (couplers), simplified (and practically automatic) arrangement for bulk-heading, and louvers or some system to change the humid air in the box cars to help overcome the inherent characteristics of certain metals and articles caused by damp and moisture-laden air.

There is a lot that carriers can yet do to eliminate a substantial portion of the loss and damage cost they must pay out each year—for by and large this must be in the rate to make it possible for them to cover. We make big efforts ourselves and do secure some benefits from the carriers; however, there still is an enormous field for greater improvements.

Keep up the good work and consider me one of your backers in this battle of combatting pure economic waste—I. W. Schmidt, Assistant Traffic Manager, Oldsmobile Div., General Motors Corp., Lansing, Mich.

To the Editor:

Since the "Perfect Shipping" campaign is aimed at reducing freight loss as well as damage, we believe that a large amount of the fault lies in the fact that the railroads don't practice what they preach. In other words, they want the shipper to very carefully mark and pack his goods so that they cannot possibly go wrong, and then they—the railroads—will turn right around and load the freight into the wrong cars under the worst possible conditions of weight and bracing; and then when the material is received at destination, if there are any discrepancies in the bill or if the bill cannot be located the material goes into a huge pile of over, short, and damaged material which sometimes takes a couple of years to locate.

Another beef that is not talked about much is the fact that when the railroads get a little busy they do not hire competent help, but canvass "Skid Row" of the particular city and hire all the drunken bums they can find to handle their freight while the rush is on. As soon as these boys get a couple of bucks, they get themselves loaded and do not show up. Consequently, no one ever knows whether the freight is loaded or in what car it is packed.

These are only a few things the railroads could remedy in an effort to bring about better shipping conditions for our freight—Ray Clinton, Traffic Manager, Detroit Lubricator Co., Detroit.

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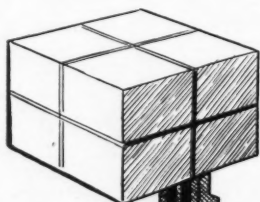
Every unit that MOVES the load—engine, clutch, transmission, propeller shaft, rear axle, and others—is engineered right to meet a particular operating condition.

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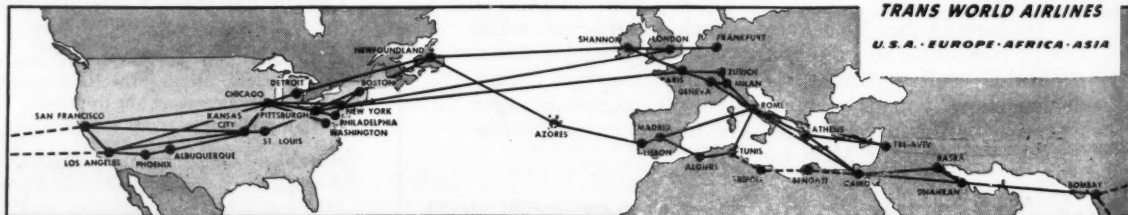


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"VICE-PRESIDENT IN CHARGE OF DISTRIBUTION"

When Sunshine Biscuits decided to include distribution

among its top management functions, it made traffic manager

E. W. Kerwin a vice-president and handed the whole job to him

DISTRIBUTION has long been uppermost in the mind of Sunshine Biscuits, Inc., of Long Island City, New York. Operating 20 manufacturing plants and 130 distribution warehouses throughout the United States, this large manufacturer has a first-rate problem on its hands. Because it is engaged in a highly competitive business, Sunshine has to get raw materials into and the finished product out of these plants with maximum efficiency.

Early this year, the company's top management put its distribution problems where they belong—squarely in the lap of the general traffic department. It named the general traffic manager, Edward W. Kerwin, "vice-president in charge of distribution."

Mr. Kerwin's appointment did not mean, however, that the company was belatedly recognizing the importance of the traffic department. Since 1944, indeed, Mr. Kerwin has supervised the company's country-wide distribution system. Thus, he not only performed the recognized duties of a traffic manager, but he also had broader responsibilities. His latest appointment to the top councils of the company was only confirming the task he had been performing all along. He will still remain head of the traffic department.

Readers of this magazine know that DA has long enunciated the idea that the traffic department should participate directly in each of the eight basic phases of distribution—transportation, warehousing, materials handling, packing and packaging, insurance, finance, service and maintenance, and marketing.

It is logical, therefore, that in a "distribution-minded" company like Sunshine many of these phases of distribution would devolve on the the traffic department. This is exactly what has happened. In point of fact, Sunshine's traffic department has participated in each of the basic phases.

In transportation, the traffic department quite naturally played its full part, arranging for the movement of raw materials and finished products by common carrier. In addition, however, it has been responsible for the operation of a private truck fleet exceeding 600 in number, even to the point of negotiating the labor contracts with locals of the Teamsters' Union. This fleet is employed to transport products from the various plants to strategically-located warehouses, and from warehouse points to adjacent sales areas.

In regard to warehousing, Sunshine Biscuits operates 130 warehouses. They are located in every

important city of the United States. While it is true that the actual job of warehouse-keeping is for obvious reasons, performed by sales, accounting, and general management, the traffic department plays a dominant role in determining (a) where the warehouse will be located, (b) its design, and (c) its method of operation.

The design aspect of warehousing may be thought to be beyond traffic's generally accepted sphere. The company has felt, however, that no single department would know as much about what a warehouse should be (functionally speaking) as the traffic department. A warehouse is built primarily for receiving, storing, and shipping out merchandise. Since these are plainly traffic functions, the traffic department is qualified to offer suggestions as to the design of the building in which these functions will be carried out.

Which brings us to the related subject of materials handling. Here Mr. Kerwin has taken a prominent part. His traffic department has complete authority in specifying the equipment to be used in warehouse handling, and also in handling raw and finished products. On several occasions, the traffic department has designed materials handling systems for other than production operations.

The twin functions of packing and packaging in a firm of any size are normally referred to the traffic department for advice and guidance, since the type of containers materially affect freight classification and the condition of products upon arrival at destination. In this respect, Sunshine's traffic department is no exception. But, in addition, Mr. Kerwin is a member of the firm's packaging committee. Composed of representatives from the major operating departments, this committee passes upon all aspects of packaging, from the design of the retail package to the design of the shipping container.

Another phase of distribution is insurance. At Sunshine, it is of less concern to the traffic department than most of the other phases. The company maintains its own insurance department, which advises on all forms of coverage. The traffic department, however, is consulted on the most suitable forms of coverage required for goods in transit, goods in storage, etc.

The relationship of "finance" to distribution may appear to be somewhat oblique. As such, it may hold little significance for the traffic manager. Yet it can be a very real and very important part of traffic's job.

For example, at Sunshine finance enters the traffic picture because

the traffic department operates a large fleet of trucks. Trucks cost money, and the traffic department participates in deciding how much will be spent for fleet units and what types of trucks will be bought.

There is another side to finance in Sunshine's case. Inventory represents a substantial investment, and it is the job of the traffic department to see that valuable stocks are not routed to or accumulated in the wrong places. In discharging this responsibility, it will of course work closely with the sales and marketing departments.

Yet another phase of distribution, maintenance, is the direct responsibility of the traffic department, principally in connection with the truck fleet. The maintenance employees come under the supervision of general management, but the maintenance program itself, as well as the purchasing of parts and equipment, is handled by the traffic department.

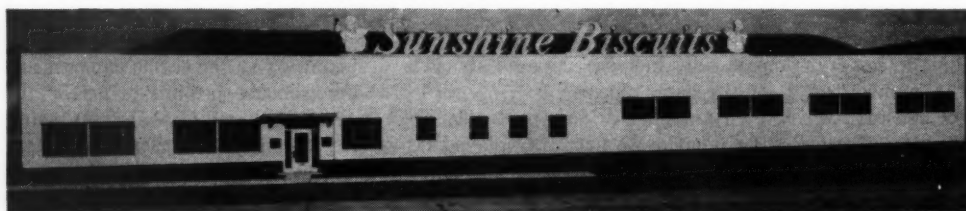
As for the final basic phase of distribution, marketing, Sunshine's traffic department is aware of all sales, advertising, and promotion programs, as it must be if stocks are to be available where they are needed. In one sense, marketing can be regarded as a phase of distribution. In another, practical sense, it can be said to run parallel to distribution, the latter being the

physical performance of marketing policies. The question of the exact relationship one holds to the other is largely academic. It all depends on the point from where you look at marketing. Sometimes it is part of distribution, but at other times it overrides distribution.

Put all the above phases together and you have distribution. Since the traffic department has figured prominently in each one, it was no accident, really, that Mr. Kerwin emerged as "vice-president in charge of distribution."

However, in assuming his new duties, Mr. Kerwin will also assume some broader responsibilities. As a vice-president, he is now an officer of the company and shares in top management. He will thus take part in determining the company's distribution policies, where before (although consulted) he had no direct voice in these matters. He will now join top management in discussing financial policy, where previously he was consulted only on those matters affecting the traffic department.

That a company grossing more than \$100,000,000 annually and spending nearly \$10,000,000 for transportation and delivery expenses should recognize the general traffic manager as it has, will certainly pose an example for many other firms anxious to achieve distribution efficiency and economy.



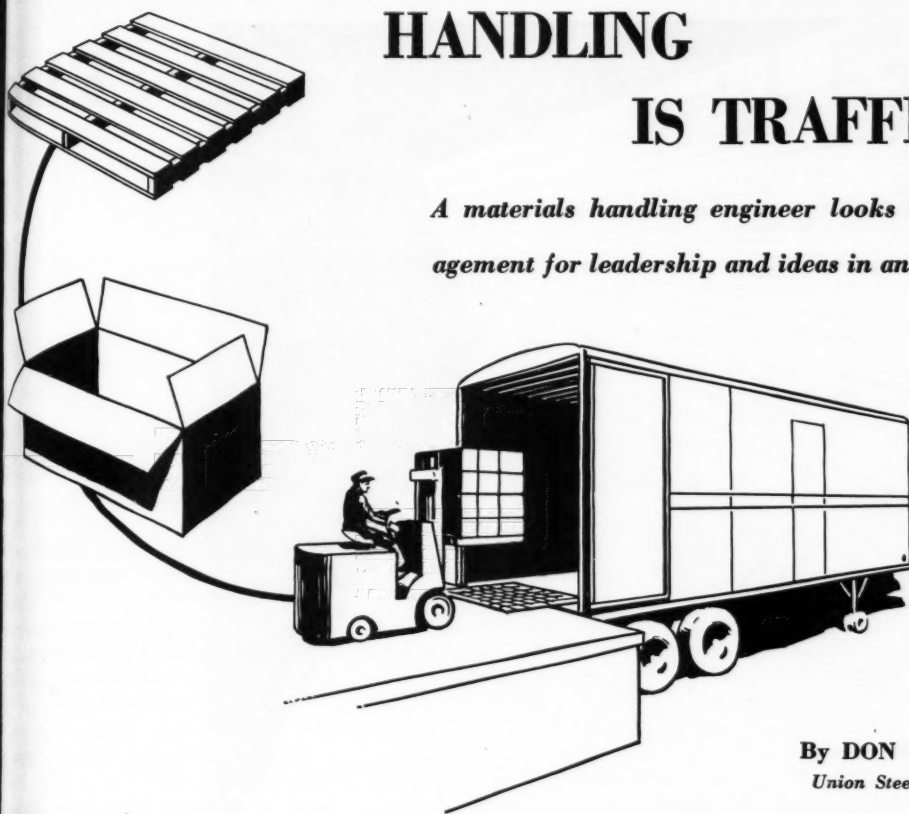
TOP: Exterior of one of Sunshine's 130 warehouses located all over the U. S.



RIGHT: Interior of a Sunshine warehouse. Company traffic department decides location, designs building, buys and installs all handling equipment.

HANDLING IS TRAFFIC'S JOB

A materials handling engineer looks to traffic management for leadership and ideas in an emerging field



By **DON W. KELSEY**
Union Steel Products Co.

ONE of the most important industrial developments in recent years has been the emergence of the traffic man as an integral factor in materials handling.

Industry has, for the past decade at least, concerned itself with the improvement of materials handling methods inside the factory or warehouse, but only in the last few years has it recognized the importance of the efficient handling of materials from one plant to another or from shipper to consignee.

There have been exceptions, of course. In some industries shipping departments cooperated with the railroads or the truckers to develop better methods of handling their merchandise in transit—in the automobile industry, for example, where the railroads adapted cars to carry automobile parts. This was also partially true in the food industry. But for the most part, materials handling and shipping men concerned themselves with getting the product to the shipping door of the plant and

gave little thought to the most efficient method of handling the product in transit or the most economical way of receiving it at destination.

Gradually, however, methods of transporting materials have been improved—through standardization of carrier equipment, for one thing—and much of the credit for this progress must be given to the traffic man.

Seek Standardization

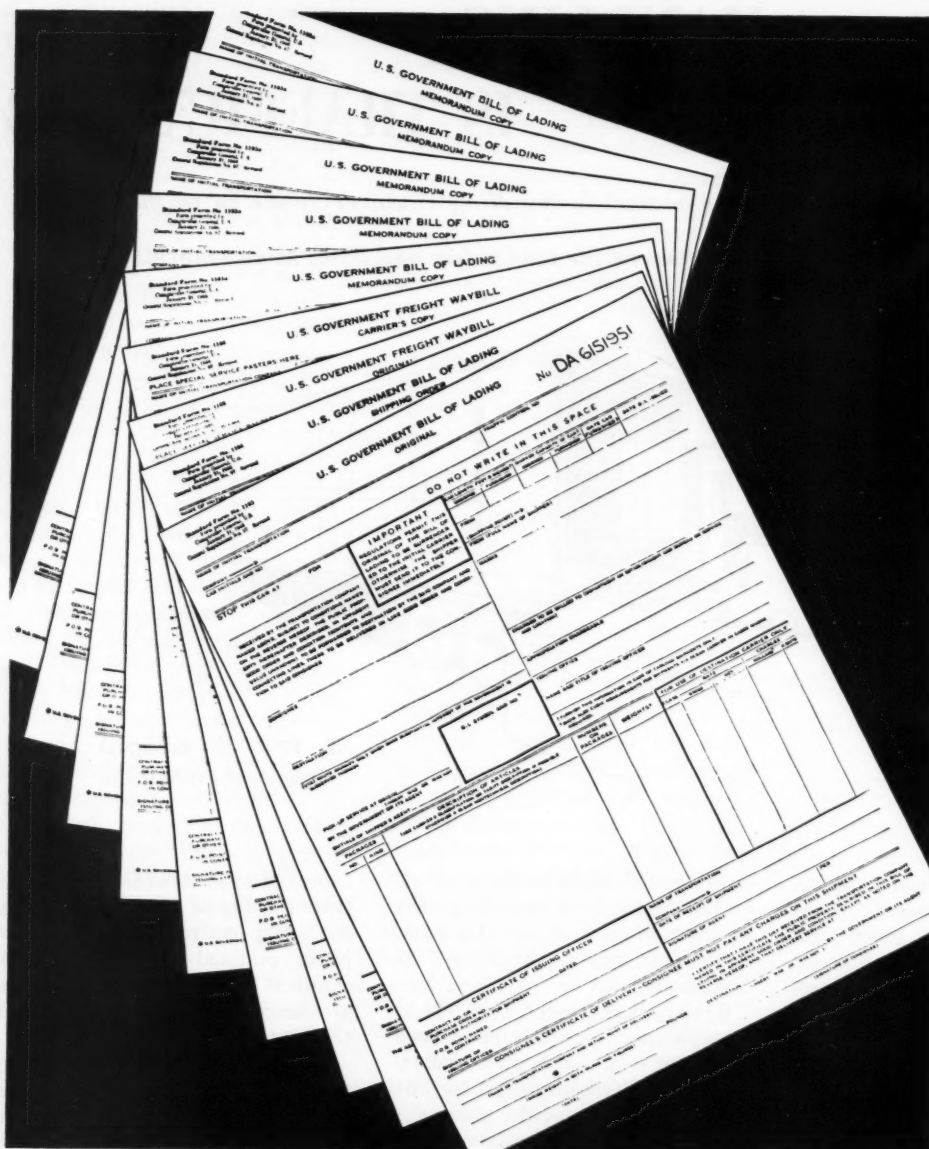
The growth of the trucking industry has been so rapid that standardization has gone by the board. We now have trucks of every conceivable size and capacity on the highway, with deck heights also varying considerably. As the importance of materials handling became recognized, it was realized that efficiency in loading and unloading demanded standardization of both dock height and truck-bed height. Likewise, standard dimensions for railroad cars have been evolved. All new cars will be approximately 110 inches I.D. in width, with

floors approximately 44 inches from the top of the rail. Loading docks for railroad cars are also being planned for ease in mechanical handling. The traffic men are largely responsible for these changes.

The traffic manager is the key figure in the handling of materials in transit. He must protect the interest of his company, yet be sure that his company is fair to the carrier by enabling him to use his equipment to capacity or to as near capacity as practicable. He must likewise concern himself with over-packaging. Too heavy a container or too much packaging is costly to the company, both in the original expenditure and in excessive freight charges.

As palletized shipping found its place in industry, materials handling engineers had new problems to face. First they had to learn to package properly. Loose handling had never presented engineering problems, but palletization brought into being a whole

(Continued on page 36)



"LOOKS like more work for you, Joe," said sales manager Bill O'Sullivan, as he dropped a contract on Joe Morgan's desk. "These new defense contracts will probably compel us to use government bills of lading on a large scale."

The traffic manager smiled as he replied, "Your fears may be groundless, Bill. Many present-day government orders don't require the use of government bills of lading. Besides, it isn't difficult to use them if you know the rules and handle them systematically."

At the beginning of World War II, proper use of the government

bill of lading was a mysterious and apparently complex art known only to government transportation men and a few industrial traffic managers whose firms regularly did business with federal agencies.

The tremendous increase in their use during the war resulted in many shippers and carriers gaining more than just a working knowledge of these documents. They discovered that there were pitfalls and advantages. The present accelerated defense spending means that industrial traffic managers and carrier officials who have not previously worked with

government bills of lading will be encountering the same problems.

How It Began

The government moves cargoes to and from all parts of the country. It is important that a universal paper be used to cover the terms and conditions under which a shipment is accepted and handled by the carrier. For many years, there was no uniform bill of lading; it was during that period that government bills of lading were introduced. Instead of having all sizes and shapes of bills of lading, with varying conditions

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he Government Bill of Lading

There's plenty to know about this document if your company is producing for Uncle Sam. Here are some things to keep in mind

By JAMES W. LEE,

Traffic Manager, Bendix Aviation Corp., Kansas City Division

attached, a paper of standard size, with standard terms and conditions, introduced order into government traffic and finance offices. This new paper undoubtedly saved the taxpayers many hundreds of thousands of dollars.

After this condition was changed, and prior to October 1, 1946, the government had a good reason for continuing to use government bills of lading. They saved money.

Using a government bill of lading enabled the application of land-grant rates or land-grant "equalization" rates. Frequently these special rates would reduce the freight charges to an amount as low as one-half of the published tariff rate. But land-grant rates were abolished in 1946.

Forward-looking government transportation men are seeking means of streamlining the government bill of lading procedure. One suggestion, originated by W. L. Rice, a transportation specialist with the Atomic Energy Commission, will, if accepted, effect considerable economies in the handling of government freight. Mr. Rice proposes to convert commercial bills of lading covering shipments moving from the same point of origin to the same destination point within a specified period of time by issuing a single government bill of lading.

It is said that the General Accounting Office has informally concurred in the idea and is exploring the possibilities of completely eliminating the need for

a government bill of lading for the conversion of the multiple shipments. Think of the number of man-hours that could be saved by dispensing with the need to identify a number of commercial bills of lading against even a single government bill of lading.

Another thought, advanced some time ago by W. E. Hayghe, chief of the Central Traffic Service Division, Bureau of Federal Supply, General Services Administration, proposes moving all government freight "deadhead." Ladings then would be scanned by a joint committee of government officials from the General Accounting Office, the Interstate Commerce Commission, and representatives of all modes of transportation. If the committee felt that the published rates were unreasonable, they could agree on the rate to be paid by the government. This would eliminate many of the lengthy squabbles over rates which arose during the last war. Some of them are in litigation yet. This plan also would save several million man-hours wasted in rating and auditing government freight charges which eventually are changed.

Shipper Savings

What determines whether or not a shipper has to use a government bill of lading? Usually his contract will tell him. If not, and he is shipping to a government installation, its transportation officer may furnish the bills. If he is selling his product F. O. B.

origin, he should keep in mind that many government agencies have no funds for the payment of collect freight charges. Consequently, a government bill of lading must be issued to enable the carrier to be paid for his service.

How can the shipper benefit from using government bills of lading? When a shipment moves on a government bill of lading, the freight charges are applied directly against the appropriation and not against the amount of the appropriation allocated to the contract. In other words, the freight costs are charged to the government freight account against the appropriation, instead of reducing the total sum assigned to the contract, as would be the case if the shipper paid the charges and applied them against his contract appropriation for reimbursement.

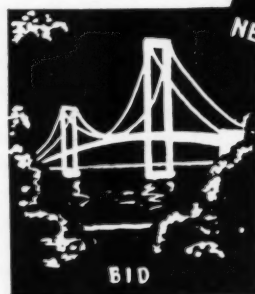
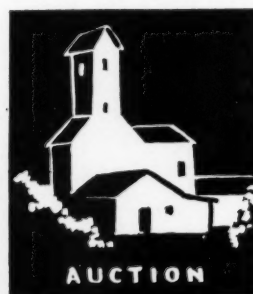
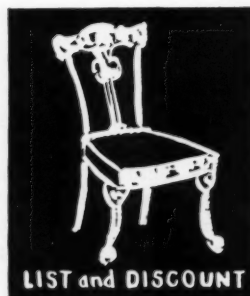
To illustrate: A shipper holds a contract for the production of a certain item for the Air Force. Other manufacturers are also making these items. Although each shipper may have a different contract, all of them are charged against the same Air Force appropriation. Suppose one shipper makes a shipment on a commercial bill of lading, pays the freight charges himself, then requests reimbursement from the government. The freight costs will be applied against the appropriation and his contract, thus reducing his balance. But if he uses a government bill of lading, the freight

(Continued on page 42)

WHAT PRICE EQUALIZATION?

Part One: PRICING METHODS

In distribution, the price system works to eliminate inequalities. But in one phase of distribution—transportation—price equalization is suspect.



ALL goods by their nature fall almost automatically into one or another of the following pricing methods: auction pricing; bid (and contract) pricing; list and discount pricing; and negotiation pricing.

Commodities such as grains, livestock, butter, eggs, cotton, stocks and bonds can be bought and sold only by the auction method. Here supply and demand cause prices to fluctuate from hour to hour, or even from minute to minute. Buying and selling is done in exchanges where buyer and seller, or their agents, come together. Recognized exchanges have, over a long period of years, set up regulations or rules of conduct to insure, as nearly as it can be done, fair play for both buyer and seller. These rules are in constant though slow flux to keep abreast of changing conditions. Auction selling exchanges are regulated to some extent by state or federal governments.

"List and discount" commodities such as cement, plaster, sand or coal, however, are not sold by auction methods. Standard mass production goods are not auction price commodities.

By HUEY G. HUHN

Bridges and buildings, special machinery, roads, etc., fall automatically into the "bid and contract" classification. The buyer specifies and blueprints his requirements and conditions of purchase, and contractors "bid" and offer to supply. The low man is frequently not the successful bidder. The buyer may feel that a bidder other than the low man offers more in quality and performance. Elements of chance, weather, labor, skill, etc., enter into bids and contracts to a very large extent.

The contractor uses largely list price items in basing his bids. Stable list prices on iron and steel, cement, etc., enable him to bid properly. Only chaos would result if he had to buy his materials by auction, or by bid and contract.

A distinct difference between a "bid" and a (written or verbal) "quotation," (from a list price) can now be seen on the market horizon. Much of the difference in opinion encountered is due to the failure to recognize any difference

(Continued on page 38)

EATON

2-Speed Truck

AXLES

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Maintenance expense, a major item in truck operating costs, is much lower when trucks are equipped with Eaton 2-Speed Axles.

Eaton Axles provide twice the conventional number of gear ratios . . . permit the driver to select the one best suited to specific operating conditions, with minimum strain on engine and power transmitting parts. Wear and breakages are reduced; repairs are

needed less frequently, and trucks stay on the job.

Eaton Axles have many exclusive features to assure top axle performance for the life of the truck: planetary gears distribute loads over several gear teeth, dividing the stress; positive lubrication, even at slow speeds, reduces friction wear. For complete information, see your truck dealer.



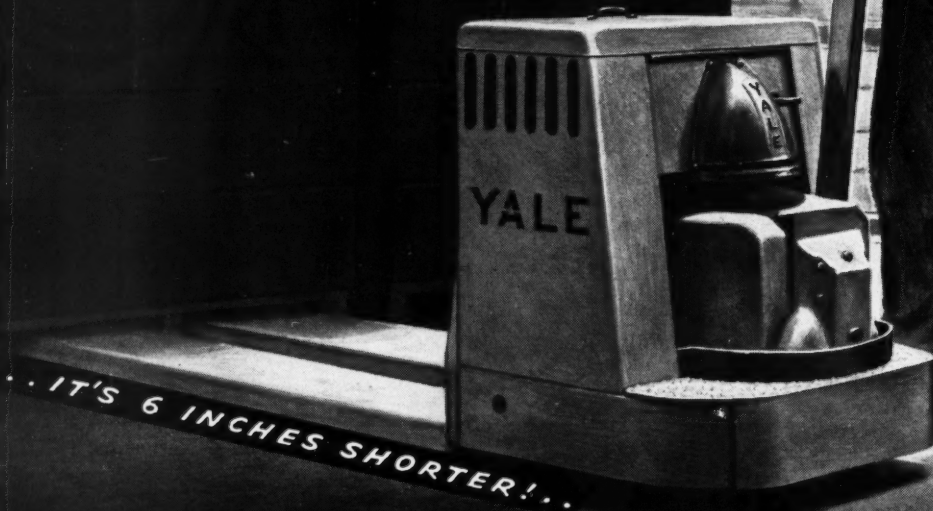
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BUT NOT THE STRENGTH



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Lifts and carries maximum loads in narrow aisles, boxcars, highway trucks!

Small enough to go where bigger trucks can't—so maneuverable it can turn in its own length—yet strong enough to carry loads of 2,000 to 6,000 lbs! That's YALE'S WORKSAVER—"STUBBY."

It speeds up your materials handling on hard-to-get-at jobs, gives you more storage room because it needs less aisle space.

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MAY,

THE LITERATURE OF MATERIALS HANDLING

It is augmented by two new volumes that reveal handling's scope and technique

By MATTHEW W. POTTS

Materials Handling Consultant

TWO fine additions have been made to the literature of materials handling. They are *Modern Methods of Material Handling*,¹ published by Prentice-Hall and *Materials Handling Case Book*,² released by McGraw-Hill Book Company. Traffic managers, warehousemen, freight carriers, and others seeking guidance in materials handling problems will find in these two volumes a wealth of readable information presented in a concise and understandable style.

Modern Methods of Materials Handling is a glossy-page publication covering a wide variety of products handled and an equally wide variety of equipment with which to handle them.

We must bear in mind that the material supplied to the publishers of this book was furnished by the member companies of the Material Handling Institute. The data have been made brief and concise in order to show as many pieces of equipment as possible for a wide variety of operations. It is the writer's opinion, however, that, although the material is good and the illustrations excellent, the articles are in some instances too brief to permit the beginner or unschooled executive to recognize what has been accomplished.

The book has only one index—a table of contents broken down by industry, i.e., aircraft, automotive

beverages, building material, etc. Under each of these industry listings is itemized the type of handling referred to in the article. Consequently, if someone were interested in, say, conveyor handling, he would have to make up his own index to be able to refer quickly to conveyor handling articles. It is difficult to select material quickly, except by industry.

It is also difficult to select material by product. If we wanted to study the articles on lumber, for example, it would be necessary to thumb through the book and find the references to lumber handling, and then either put in tabs or make up an index under a suitable head.

Materials Handling Case Book, the McGraw-Hill product, is composed of reprints of articles which appeared in *Factory Management and Maintenance* magazine, a fact which is clearly stated in the preface. Because of this, the book is well stocked with illustrations, drawings, diagrams, and graphs, which materially enhances the value of the subject matter. Company names and authors of the various articles used are also given, which add a certain zest to the reading.

Primarily, however, the value of this book is in its index. Here it is possible to locate articles under three different headings. First, there is an index by companies studied. One can compare the handling methods of one's own company with those of a similar organization. There is also an index of the equipment used. If a reader wants to know about a flight con-

veyor, for example, he will be able to easily select an article on it from the index.

The third index is by product. You can quickly check on how to handle cartons, dies, lumber (lumber is broken down into three classifications), paper, etc. This product index ties in with thoughts expressed in our April issue, where we questioned whether the term "materials handling" was proper, and pointed out that one large company thinks of materials handling as the "handling and storing of materials used to create their products." This company separates storage of finished products from their concept of materials handling, calling it "products handling." The use of the term "products handling" in the index of the McGraw-Hill book is a step forward.

If this material had not been collected, a lot of valuable information would have been inaccessible. It is regrettable that so much other trade-publication material has been allowed to go to waste. If the book under review had been "just a book," the illustrations would probably have been reduced in scope, but since it is a compilation of already prepared material, it has been possible to present a wide variety of applications to interested readers at low cost.

The McGraw-Hill book sells for eight dollars, while *Modern Methods of Materials Handling* sells for \$5.50. Between the two, a reader is presented a wide selection of case histories to refer to in solving his own handling problems.

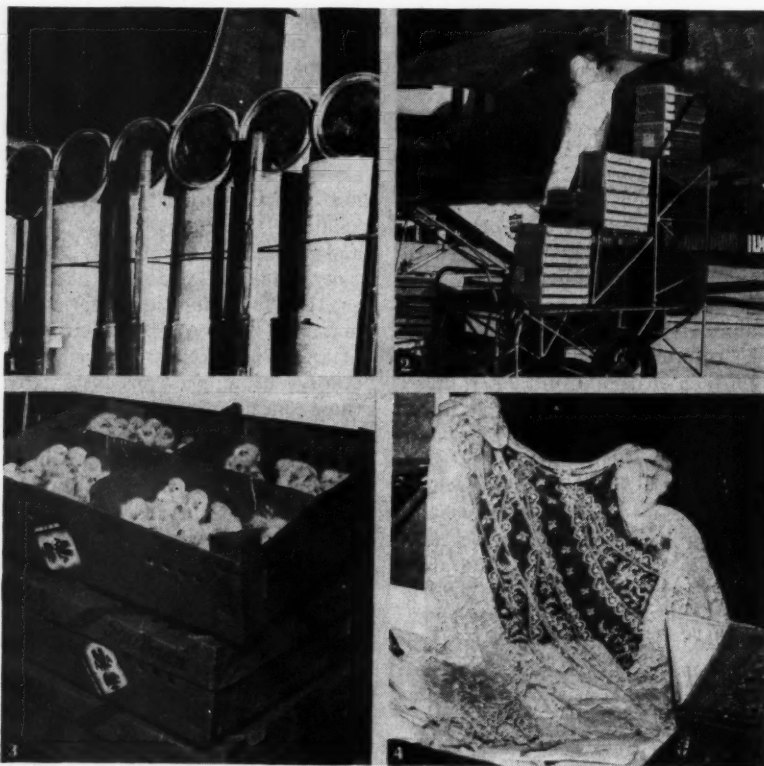
¹ *Modern Methods of Materials Handling*, by Material Handling Institute; Prentice-Hall, Inc., New York; 248 pp.; \$5.50.
² *Materials Handling Case Book*, edited by Lewis K. Urganhart and Carroll W. Boyce; McGraw-Hill Book Co., New York; 12.00.

Class Rates for Air Cargo?

Here are the main considerations

By **JOHN H. FREDERICK**
Transportation Consultant

FACTORS IN THE AIR CARGO RATE



- 1** DENSITY of commodity would be highly important in determining its classification
- 2** PERISHABILITY, by adding to carrier's costs, is also a factor in classification
- 3** FRAGILITY, as exemplified by baby chicks, means special handling for the carrier
- 4** VALUE PER POUND: Expensive lace can absorb relatively high transportation cost

FOR the past two years, the Civil Aeronautics Board has had an "investigation" under way to determine whether air cargo rates should be allowed to continue on a commodity basis, or whether class rates should be prescribed.

It would appear that there are several factors governing whether an air-borne commodity should be classified in a high or low class for rate-making purposes. (It should be borne in mind that these considerations are suggested at a time when the CAB has not yet held its hearings or completed its studies.)

These factors are: (1) *Density or weight per cubic foot of space occupied.* Unlike other carriers, an aircraft cannot be loaded safely above its rated capacity; nor can its capacity be increased in any way to meet emergencies. Hanging loads are not possible in air transportation as they are in motor transportation, and trailer planes have not yet been developed. Therefore, since weight determines the carrying limitation of a plane to a greater extent than is true in any other means of transportation, it would seem logical that air cargo should be classified with density or pounds per cubic foot as the chief governing factor.

Weight being the definite limitation on the amount of cargo a plane can carry, it can be seen that a plane reaches its maximum operating efficiency when its area-cubic

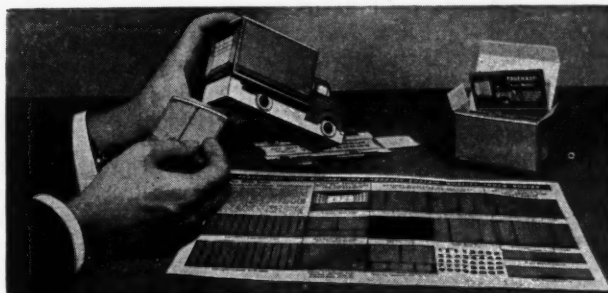
(Continued on page 32)

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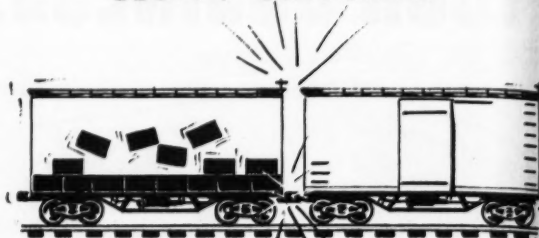
WEATHER



ROUGH MANUAL HANDLING



SLOPPY SWITCHING



APRIL, Perfect Shipping Month, has come and gone. And, perhaps, with it has gone much of the enthusiasm it engendered. It's safe to say, however, that industrial traffic managers as a group are hoping that the Perfect Shipping campaign's objectives will be kept in mind during the next 11 months. They are hoping, particularly, that those who have the most at stake—the railroads—will do their utmost to practice what they preached in April.

The elements in transportation that mitigate against "perfect" shipping are so numerous, however, that there is no early hope of perfection appearing this year, next year, or even several years from now. If we are to get anywhere with the problem of freight loss and damage, therefore, we must deal in realities and begin from the logical beginning.

The greatest need at the moment is to protect the freight, protect it from the multitude of normal hazards which beset any shipment. These hazards exist wherever freight is transported, or wherever it is handled incidental to its transportation. They include careless manual handling, adverse weather conditions, and, of course,

bad switching practices by the railroads.

The most direct approach to protecting freight from these hazards is to see that it is properly packaged and packed. While taking this precaution may throw an unjustified extra burden on the shipper and container manufacturer, it should not relieve the carrier of his proper responsibilities.

The real remedy to the current loss and damage problem lies largely in an improvement of (a) methods of handling freight, (b) railroad switching practices, and (c) inferior equipment. These improvements may take years. Meanwhile, valuable freight is being jolted, jumbled, and junked. The

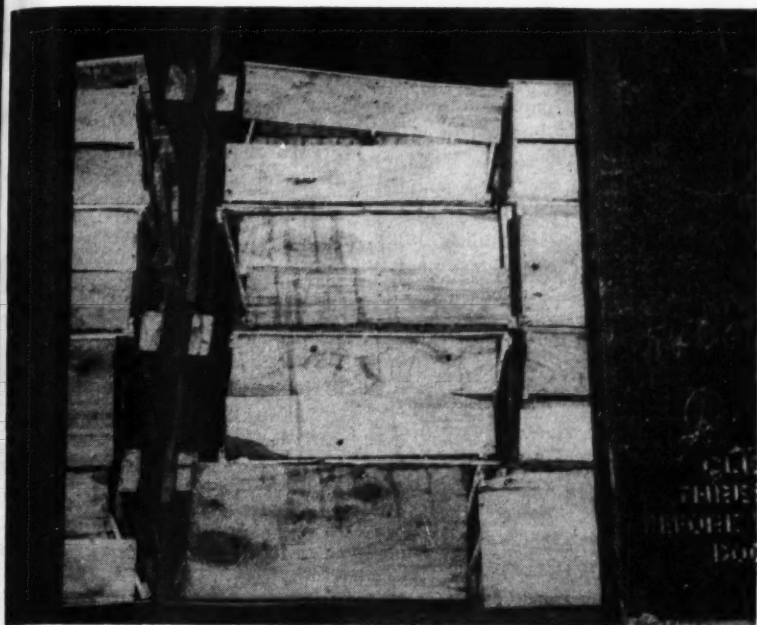
logical first step is to save and protect what we can.

The success of this phase of a "better shipping through better practices" program will depend on how well the carrier, the shipper, and the container manufacturer discharges his responsibility. Here's what must be done:

- 1) The carrier must make sure that the best handling is provided during the transportation and delivery;
- 2) The shipper, or container user, must develop a container design complying with the various carriers' regulations and providing adequate protection;
- 3) The container manufacturer must make every effort to produce

BETTER SHIPPING

We've had Perfect Shipping Month . . . Now let's get down to the problem of cutting distribution's biggest waste: freight loss and damage. And let's start out by protecting the freight from normal hazards



By

ALLYN C. BEARDSSELL

Packing and Packaging Consultant

THROUGH BETTER PACKAGING

materials meeting his customer's packaging requirements.

Container Design

As already mentioned, container design must use as a framework the requirements of the various domestic shipping media: rail shipment (both freight and express), motor shipment, parcel post, and inland water shipment. These requirements—at least insofar as overland shipments are concerned—are augmented by the provisions of the Bureau of Explosives for the transportation of explosives and other dangerous articles by freight, and by the Motor Carriers Explosives and Dangerous Articles Tariff.

Containers for rail freight, both carload and LCL, must satisfy the specifications contained in the Consolidated Freight Classifications. Rules 5 and 6 of the latter apply to all methods of packing; Rule 40 governs containers other than fibreboard (iron, steel, or wood); Rule 41 deals with solid or corrugated fibreboard contain-

ers; and one entire numerical section covers specially authorized packages or shipping containers for specific commodities.

Packing requirements for railway express shipments are found in the Official Express Classification. Most of the essential information from a container standpoint is included in Rules 18 and 19.

The comparable data covering motor shipments are furnished in the National Motor Freight Classification, particularly in Rules 4 and 5. The U. S. Official Postal Guide governs parcel post shipment and includes general specifications, special rules, prohibitions, and limitations.

Mere compliance with the rules and regulations, however, does not insure proper container design, since only minimum requirements are specified. For all practical purposes, package engineering begins where official minimums end. Many factors must be considered to effect the optimum design with respect to protection, cost, and

efficiency. They are practically numberless, but a few examples will illustrate the point:

- Lumber thickness for nailed wood boxes.
- Number and arrangement of members used in crate construction.
- Number, gauge, and positioning of binding wires, and the stapling pattern, for wirebound boxes.
- Style and flute construction in corrugated fibreboard containers.
- Grain direction in solid fibreboard boxes.

Interior Protection

Even when a satisfactory shipping container has been developed, there are still many ramifications of design affecting interior protection. All too often, conventional types of interior packing are employed without consideration of cost, production efficiency, or adequacy. For example, while the optimum protection for a particular type of bottled goods may

(Continued on page 46)

CLASS RATES FOR AIR CARGO

(Continued from page 28)

capacity is filled with cargo which meets the maximum weight capacity. Although there are many cargoes that meet the requirements of both weight and area, the possibility of cargo always being available to fill the area capacity and the weight capacity is unlikely.

In the long run, it is more desirable for an air cargo carrier to attain the maximum weight capacity of its aircraft than it is to fill the cubic area. To achieve the desired end, air cargo rates have already been made on the basis of weight or measurement, carrier's option. When this method is used, rates are figured on the actual weight of a particular shipment or the measurement weight, whichever is the greater. This method enables air carriers to reach the weight-carrying capacity of their planes even though their area-carrying capacity is not fully utilized.

The measurement weight of a plane can be determined by dividing

the area-carrying capacity by the maximum weight limit. This will give the area that can be allotted to a weight unit, such as a pound. Air carriers have defined a measurement-pound as equalling 400 cubic inches. Of course, as progress is made in aircraft design for cargo, this figure might well vary.

2. *Perishability.* The very essence of air transportation is speed, and perishable commodities have usually gravitated toward the most rapid means of transportation. Aside from the increased cost of handling perishables because of the special services required, there is also a definite increase in the risk to the carrier for loss and damage. When a carrier accepts a shipment, it guarantees—or at least wishes to assure—perfect delivery. If the perishability of a commodity is high, the risk is high. This increased risk, with the added cost of special handling facilities, would

have the definite effect of increasing the cost of transporting such commodities and should be considered in classification.

3. *Fragility.* Like perishability, breakability characterizes many air cargo shipments. A commodity may be considered fragile when special care in handling, or special packing is required under normal transportation conditions. As a matter of fact, the packing or crating of any shipment plays an important part in the determination of its fragility.

4. *Value per pound.* Value is very important in classification. A high-priced article is more able to pay a relatively high transportation cost than a low-priced article. High-cost transportation is much more easily absorbed by a high-value commodity, since the transportation cost is a proportionately low part of its total cost. Therefore, any increase in price to cover a higher transportation cost has less effect on the marketing of a high-priced article than has a corresponding increase on a low-value commodity. Air carriers have

Priority Rating Established for Upkeep

Warehouses, truckers not directly defense-connected come under new NPA ruling

DISTRIBUTION and other establishments not directly connected with the defense effort have been assigned the authority to use a priority rating—the DO-97—in order to obtain materials needed for maintenance, repair and operation of their establishments and equipment. This authority is granted in Regulation 4, issued by the National Production Authority. It is now effective.

In practice, use of a DO-97 does not automatically assure supply of materials, but it provides what might be termed a hunting license. The user of the rating must first find a dealer or another source of supply where the needed items are to be located.

Use of the rating is simple, since prior approval by NPA is not necessary. A distributor merely makes out the order for

lumber, spare parts, or whatever items are needed, and then writes on the order or an attached piece of paper the phrase, "DO-97, Certified under NPA Reg. 4."

This must bear the signature of a proper official of the firm. Firms of any size which use the rating should therefore appoint some one person to handle purchase of MRO supplies.

It is entirely up to an individual or firm whether the rating authority is used. But once it is utilized, the user is bound by restrictions laid down in Regulation 4. This includes establishment of quotas by quarters. Small organizations, however, may buy materials with ratings up to \$1,000 per quarter without regard to quota restrictions. Those who make use of the rating authority must keep records of such transactions for the duration

of the regulation and for two years thereafter.

The MRO Regulation 4 was made broad enough to provide for replacement of minor capital equipment—not exceeding \$750 for one complete capital addition. For instance, a warehouse might need a new piece of handling equipment. This could be obtained through a DO-97 rating, provided the price did not exceed \$750.

Warehouses and other service establishments were particularly in mind when the NPA drafted the MRO regulation. Inasmuch as they are not directly concerned with the production of defense-related goods, priority ratings had previously been unavailable, even for replacing the most essential equipment—although that equipment might have been devoted to servicing defense orders.

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already found it wise, because of the airline common carrier responsibility for loss and damage, to require a declared value per pound above the base insurance value of all shipments, which proportionally increases the rate for more valuable shipments.

The number of items in an air cargo classification should be kept down, and the analogous rule should be allowed to operate more freely than it has for ground carriers. In this way, the classification will be kept simple, and competitive items will automatically fall into the same categories.

A simple classification would be divided into the following groupings on a volume-density basis rather than by commodities, as has been the usual practice of ground carriers:

Any commodity 4 to 8 lbs. per cu. ft.—Class A
Any commodity 8 to 12 lbs. per cu. ft.—Class B
Any commodity 12 to 16 lbs. per cu. ft.—Class C
Any commodity over 16 lbs. per cu. ft.—Class D

If a volume-density classification were used, a simple measuring device could be attached to the scales on which shipments are weighed, and the proper classification assigned mechanically.

Rates, being nothing more than prices charged for transportation services, are subject to the fundamental principles governing the pricing of other services and products. So far, the air carriers have been prone to ignore this; the ability of their traffic departments has been measured by the quantity of traffic produced rather than by its profitability. As time goes on, air cargo business will be attracted to the airlines primarily on the basis of service, not rates.



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DISTRIBUTION at the CAPITAL

By EUGENE J. HARDY

National Production Authority is beginning to worry about the future supply of metal and wood containers. Manufacturers report that they are flooded with orders in excess of the amount of raw material in sight, and agency officials see no easing of the situation in the foreseeable future. Preparations have been made to allocate both raw materials and finished products for defense demands.

Defense Transport Administration hopes its goal of 10,000 new freight cars a month can be reached during May. Since January, the NPA has been allocating enough steel to make this number of cars, but the car-makers' output at the end of March had risen to only 7,000 a month, and first-quarter production total amounted to about 19,000. This was about 2,000 short of what DTA had expected. But the steel program for repair of freight cars has shown good results. In March, the number of serviceable cars was 33,000 greater than a year ago.

DTA has received about 700 applications for fast tax amortization facilities in the transportation and warehouse industries, but only a handful have been approved. These have been for transportation facilities and equipment. None of the applications for warehouse construction and expansion had been approved at press time.

Public merchandise and cold storage warehousing industries are encountering problems under the General Ceiling Price Regulation, but these are being ironed out by the Office of Price Stabilization. The chief problem: The general freeze order makes no provision for individual price adjustments, or so-called hardship cases.

For the merchandise warehouse industry, there is under discussion a proposed regulation to provide means of processing applications for adjustments.

Both these industries have also requested a method for price adjustments under long-term contracts entered into before issuance of the freeze order, which set prices at the highest level in the period between December 19, 1950, and January 25, 1951.

Many warehouses are also negotiating new labor contracts, and existing profit margins in some cases may not be enough to absorb prospective wage increases.

Indications are that OPS will act on merchandise warehousemen's problems first, since final data was in the hands of OPS officials by mid-April. A subcommittee from the Cold Storage Advisory Com-

mittee has been appointed to supply OPS with pertinent cost-profit data.

The ICC is poring over comments regarding its proposed rules governing the utilization by freight forwarders of the services of motor common carriers. Scheduled to become effective September 30, these rules will put into effect the new law giving freight forwarders common-carrier status rather than shipper status in rate matters. Briefly, the rules call for the filing of three copies of detailed contracts between freight forwarders and common carriers.

The NPA is studying a request from the industrial power truck industry for a program which would enable the industry to continue high-level production of lift trucks for military warehouses and essential industries.

Currently, two task committees appointed by NPA are studying the industry's present capacity and the possibilities of expansion, and the material requirements for a proposed power truck program.

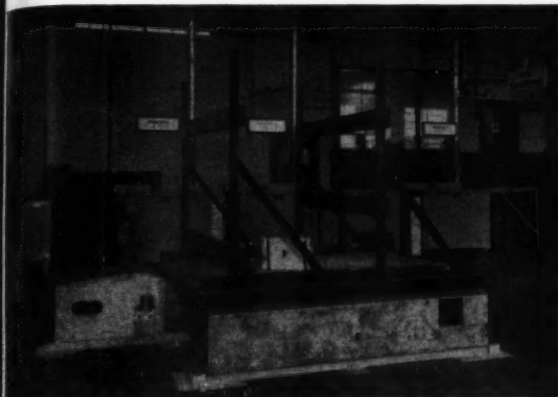
The industry reports that it has grown from a \$7,000,000 annual business in 1936, to a current annual volume of \$150,000,000 to \$175,000,000. The industry uses some 300,000 tons of steel annually and also needs substantial quantities of rubber for solid and pneumatic tires.

Without government aid, the industry says, shortages of steel, rubber, and parts will cause a substantial drop in production. Plants are already six months behind in filling orders.

Transportation and warehousing are still included in the revised list of essential activities issued by the Commerce Department as a guide for deferment of reservists and draftees. The new list has been narrowed to 25 activities.

Specifically, the essential list includes: operation of passenger and cargo transport aircraft; airways operation (control and communication); ocean transportation; port facilities; public warehousing; railroad transportation; common and contract carrier trucking; pipeline transportation; and freight forwarding.

Also covered are a broad range of industries producing military and essential civilian commodities. Included are such things as industrial trucks and conveyors; railroad equipment; shipping containers for essential commodities, and metal strapping; and maintenance and repair services for essential activities.



VIBRATION TESTER provides vertical accelerations simulating vibrations experienced in transportation. Test determines how well container takes shaking caused by resonance, flat wheels, rail joints, car sidesway, etc.



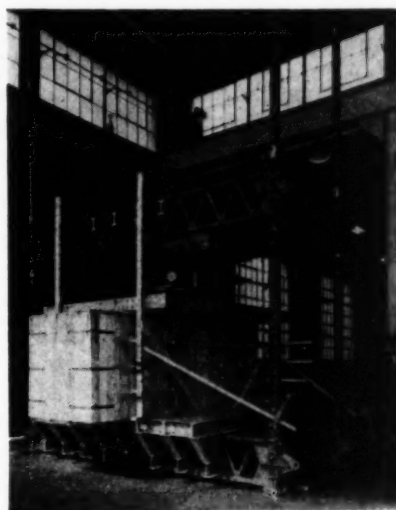
REVOLVING HEXAGONAL DRUM TEST shows how package would fare if dropped from a plane, pushed by a tractor, or just manhandled. Revolving drum administers shocks and impact stresses which may be expected in rough handling and shipping.

OBSTACLE COURSE FOR PACKAGES

The U. S. armed forces have at times suffered appalling waste of materiel. It is estimated that of all supplies shipped overseas in 1942, only 45 per cent arrived in usable condition. In 1945, at war's end, losses were still running as high as 25 per cent.

Some loss is inevitable in wartime. Transport is apt to be hit-or-miss, loading-unloading makeshift, storage facilities inadequate. Despite this, Supply Brass thinks it can cut losses to five per cent.

To help it turn the trick, it has established an ultra-modern container-testing laboratory at Fort Belvoir, Va. Pictures show how the Packaging Development Branch of the Engineer Research and Development Laboratories hopes to insure delivery of "the right thing at the right place at the right time in usable condition."

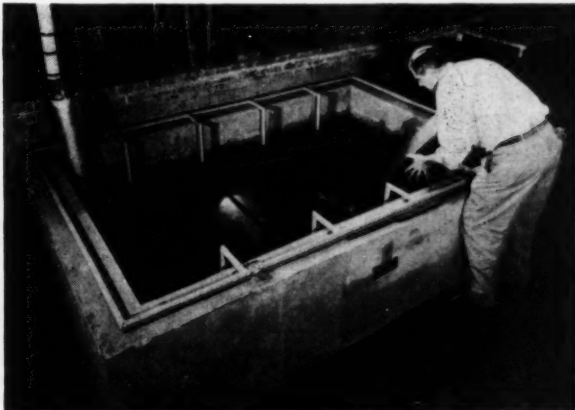
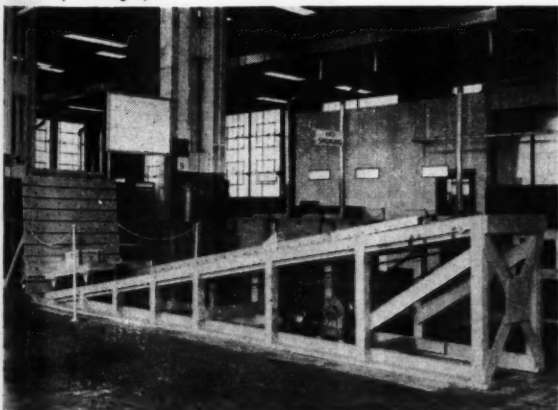


CRATE COMPRESSION MACHINE subjects packages to compression loads up to 100 tons, simulating external compression experienced in ship's stowage and warehouses. Almost every shipping condition is duplicated in laboratory.

INCLINE-IMPACT TEST determines container's ability to withstand impact stresses. Speeds up to eight miles per hour can be obtained at point of impact. Laboratory tests boxes, crates, barrels, drums, kegs, and pails, of wood, metal, or fibreboard.

U. S. Army Photographs

SUBMERSION TANK provides means of testing submersion-resistance of protective wrappings, sealing materials, and preservative coatings. Tank has capacity of 160 cu. ft., is illuminated at four-foot intervals.



HANDLING IS TRAFFIC'S JOB

(Continued from page 21)

new field of packaging and handling.

The materials handling engineer now has to design the right type of package for each part to be moved. This package must be durable enough so that the load will reach its destination; yet the materials should not be over-packaged. Analytical study has uncovered innumerable examples of loads shipped out by materials handling men in inadequate packages. For example, expendable pallets and containers are used which are too light for the load. This results in damage, with resultant high claims against the carrier. (These, incidentally, are not proper claims against the transportation carriers.)

Cases have come to light of packs of such odd dimensions being made up by shippers as to preclude economical loading in truck or car. The traffic man has been endeavoring to impress on shippers the importance of designing pallets and containers to utilize all floor space in the carriers' facility, particularly in the case of motor carriers, where space means dollars.

In the early stages of palletized

shipping, truckers were reluctant to offer inducements to industry for this type of handling. It was the traffic man who helped make the truckers realize the advantage of palletized handling by arranging test shipments to show the trucker the actual saving in man-hours and equipment usage. He also proved to the carriers that properly engineered pallet and container movements greatly reduced freight claims for loss, damage, and pilferage. It was found that, in typical cases over a given period of time, the revenue of a truck carrying palletized loads was four times as great as that of a truck carrying loose material.

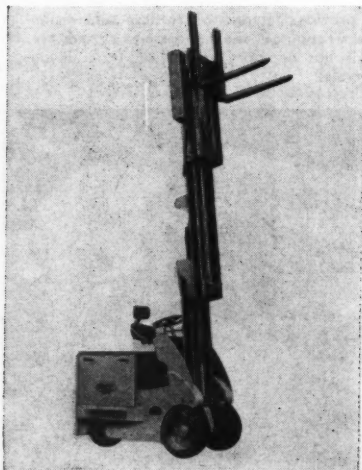
Work For Lower Rates

The traffic man was the first to recognize the pallet and the shipping container as transportation facilities (facility: that which promotes the ease of an operation) and the first to insist that they deserved favorable freight rates. He realized that the chief impediment to the growth of palletized shipping was the high cost of returning empty pallets and containers to the shipper. In many situations, expendable containers

could be used, but in heavy shipping a more durable package was required. Permanent-type pallets and containers were necessary in many instances, but the cost of returning the containers was prohibitive. Since the trucker himself benefited so much from mechanized handling, the traffic man was convinced that a reduced rate should be effected, and he cooperated with the trucker in seeking freight rate adjustments which would encourage palletized shipping.

Railroads in the West and Southwest recognized the need for low rates on returned empty pallets by publishing a one-half of fourth class rating on less-than-carload lots. This was not true of motor carriers. Michigan was probably the first state to incorporate into the motor carrier rate structure a low rate (fourth class) on empty returned "pallets or skids for lift trucks." But it was not until 1948 that motor carriers began to offer a real inducement to palletized shipping. In that year, the one-half of fourth class rating on returned pallets was put into effect by motor carriers in Indiana. Soon thereafter, this basis was published by carriers in Ohio and Michigan. Finally, after two years of hearings and investigation, the Interstate Commerce Commission

On the Up-and-Up



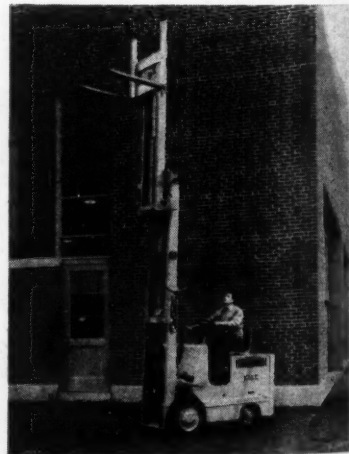
Standard Automatic fork unit with auxiliary attachment providing 36-in. extra lift

THE fork truck manufacturers are all up in the air these days. Witness two recent product developments by Yale & Towne Mfg. Co. and Automatic Transportation Co., normally a couple of down-to-earth outfits.

Both have come out with auxiliary lift attachments which fit their standard-model fork trucks and enable them to tier to 16-ft. heights. Reason back of the development: to permit warehouses, transportation companies, and manufacturers to take advantage of all possible storage space.

Automatic is making its attachment in various sizes, with the extra lift ranging up to 62 in. The auxiliary unit has its own high-pressure hydraulic rams, pump, and motor, and is operated by push-button control. The 83-in. overall height of the truck is not increased.

The Yale device consists of an extra set of front channels and an additional lifting cylinder. The channels are hung directly in front of the regular telescopic channels and are operated by a separate control. The attachment can be quickly removed for normal fork truck operation.



Yale truck can stack to 16 ft. with addition of extra channels and lifting cylinder

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AGE

has found that a rate as low as one-half of fourth class on empty returned K. D. Containers and pallets is just and reasonable.

During the course of litigation, traffic men found that most truckers agreed that there should be lower freight rates on returned pallets. In many localities, such rates are now in operation on a point-to-point basis. Continued cooperation between traffic men and trucker will eventually result in generally lower rates on all unitized shipments. The overall economies achieved by users of pallets and containers are now apparent to all, and much of the credit for making these economies possible must go to the traffic man.

Authority Too Limited

But although the traffic man has been instrumental in improving the handling of material in transit, his success is hindered by the limitation of his authority. Handling implies movement, not only between facilities, but within them. Its ultimate objective is safe, expeditious, economical transportation from the machine at point of origin to the machine, assembly line, or market at point of destination. But since the traffic man is responsible only for movement between the shipping room at origin and the receiving room at destination, his role is that of "middle man."

The traffic man and the trucker often find that their efforts to improve transportation methods are thwarted by conditions over which they have no control. Many complaints have been made by truckers about excessive detention of their equipment within shipping and receiving areas. The cause of such detention, with its resultant waste of equipment usage and man-hours, would seem to be divided responsibility. The traffic man's authority ceases when the material reaches private property. In order to effect the most efficient method of handling materials between plants, the traffic man's sphere of influence should be extended to include the broader aspects of transporting material. Only then will he be able to best serve both industry and transportation.

Special TYPES ARE STANDARD at Fairbanks

HAND TRUCKS of special design required for many industries are run-of-the-mill stock items in the Fairbanks catalog. There's a type for every need . . . of sturdy design, high grade materials . . . and built to last. Here are some typical examples. If you don't see what **YOU** need—ask for it.



Fig. A-1448 All Steel UTILITY HANDTRUCK

Ideal for bags, cartons, cases and small kegs. Solid nose plate, curved cross bars, welded center strap; fitted with step climbers. Load rating 400-500 pounds.



Fig. L 1191 Malleable Iron CASE TRUCK

Built to take the shock of heavy packing cases, boxes and machinery. Indestructible yet light in weight. One ton capacity.

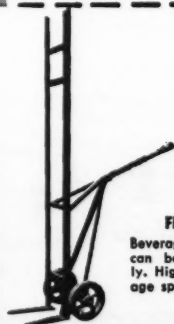


Fig. CC-10 TIER TRUCK

Beverages, cartons and crates can be handled more efficiently. High stacking cuts down storage space. Capacity 750 pounds.



Lever Trucks (Pry-Bars)

Tremendous leverage to handle heavy cases, crates, machines, etc. Raises loads 9" from the floor, 5, 6 and 7-foot lengths.

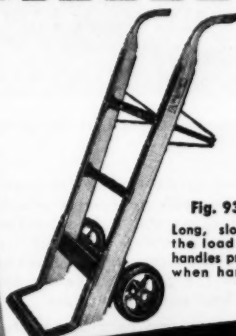
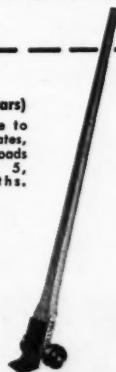
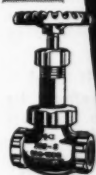


Fig. 500 JACK and PLATFORM TRUCK

Efficient, low cost lift jack and platform system increases production, cuts costs. Many standard platform sizes available; special sizes to order.

Fig. 9304 HAND TRUCK

Long, sloping lines "break" the load easily. Steam-bent handles prevent crushed fingers when handling large cases.



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WHAT PRICE EQUALIZATION?

(Continued from page 24)

between a "bid" and a "quotation." When making quotations from list prices, producers, jobbers, or dealers cover contractors against any list price increases occurring between the time of quotation and the shipping date.

If, however, the list price goes down, the contractor buys at the reduced list even if his contract was successfully based on a higher former list price quotation. This still does not make a "bid" out of a "quotation."

List Price Method

Mass production commodities such as cement, furniture, glass, toothpaste, railroad rates, truck

rates, paper, clothing, must be priced by the "list price" method. In these fields there are subdivisions such as a wholesale price, manufacturer's price (to wholesaler), retail prices, with different levels of discounts. Some commodities may be "auction" at one stage and "list" at another; e.g., flour is auction price at the mill but list price at retail. The same is true of farm products sold at retail or at the farmer's market. A "list" price can be published, printed, a carded ticket, or even a verbal price open to all buyers in the same buying classification.

The only quarrel anyone could have with the list price method is that too often sellers violate their

own published price schedules, or that these, as well as selling conditions and the classification of buyers, are too vague and too often observed in the breach. The Robinson-Patman Law and the Miller-Tidings Bill were enacted to bring about greater stability and less unjust discrimination in pricing list price goods.

Competition has a driving effect on the list price. A change in a list price is not a secret operation. Advertising, consumer prestige, salesmanship, etc., make identical prices for similar goods unnecessary and undesirable, even impossible. Here the unit of sale at the consumer level is frequently single, like meals for one person or a group of people; one auto, two suits, a box of cigars, one hat, etc.

Competition, however, forces other list price goods to a common level, often down to the odd cent. Would anyone knowingly ship brick from St. Louis to Chicago via one railroad at a rate of one cent per 100 lbs. (that's 20 cents per ton) or \$10 per carload higher than the published rate of another railroad? Surely, we cannot do without uniform, published list prices in shipping. Branches of the government have on occasion gotten injunctions in support of shipping conference rates.

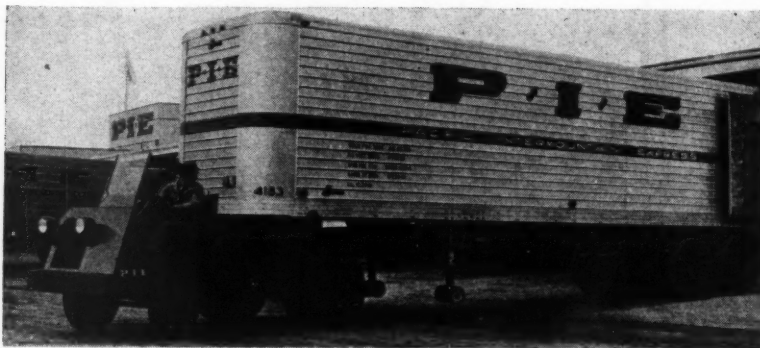
Freight Rate Test

The tests on any freight rate is and can only be: Is it fair and equitable and free of *unjust* discrimination and *undue* prejudice? The Interstate Commerce Act bars discrimination and prejudice only when these are found to be unjust or undue.

Congress in 1887 realized that we all must discriminate and that to do so can be illegal only when the measure thereof is undue and unjust and harmful to others.

Is a cement price different from a freight rate? Could a dealer or contractor continue in business very long without known, stable, fair list prices, and fair selling practices? To sell cement (or any list price commodity) by auction or by bid and contract could only result in confusion. Business de-

Hits the Spot



"Donkey" tractor spotting semi-trailer at Pacific Intermountain Express freight dock.

PACIFIC Intermountain Express Co. is using a new single-seat tractor, called a "yard donkey," to spot and tow semi-trailers at freight docks and maintenance facilities.

The "donkey" is equipped with a hydraulic fifth wheel controlled by the driver. This permits the yard hostler to back under a semi-trailer and, after the king pin is locked, lift it without cranking up the "landing gear." The landing gear under the semi-trailer is lowered when the road tractor is unhitched to hold the former in a level position. By use of the hydraulic fifth wheel on the "donkey," it is not necessary to raise and lower the landing gear in the yard, as the hydraulic fifth wheel raises the semi-trailer high enough for the wheels on the gear to clear the ground as the trailer is moved.

From his seat, the hostler can also reach back and connect or disconnect the air lines carrying air to the semi-trailer brakes. A special stand holds the lines at a con-

venient level to the rear of the seat. The hostler is thus able to back a semi-trailer into the dock or pull it into position for over-the-road service without lost motion. By making the air connection, brakes on the semi-trailers can be tested before hooking on to line-haul power equipment.

The short coupling permits mobility that could not be obtained by a standard tractor. This feature is particularly important in the movement of semi-trailers in maintenance and overhaul shops. A 35-ft. semi-trailer can be turned around in its own length or switched easily from one service line to another while undergoing inspection maintenance.

The unit measures 13 ft. 2 in. It is fabricated under company specifications by Coleman Motors, Littleton, Colo. Bartlett Trailer Co., Chicago, furnished the hydraulic fifth wheel. Power unit and component parts were supplied by Ford. The company has nine of the units in operation.

depends on stability and confidence, as to prices no less than as to its currency.

What would happen if cement were forced to auction sales? Does the Trade Commission seek to create such conditions as to commodities? Is it working for or against a stable economy? Does it seek to create a condition where price wars will be the order of the day? Price wars mean bankruptcy, unemployment, and depression. Where would the cement exchanges be located, how many, what rules, etc.? You say the FTC and the courts did not mean this? They found fault only with uniform "bids." With list price commodities these "bids" are in reality merely quotations (from the list).

For example, if one cement manufacturer changed his list price at 3:00 p. m. today, by 10:00 a. m. tomorrow his competitors would know it; and by 3:00 p. m. tomorrow his new list price will have been met. Lists would again be uniform. Competition is just that keen. Is it fair that the producer, after meeting competitive forces in making his list price, may be forced into a price war when making a quotation? There can be no more reason for variation at the "quotation" stage than there would be to ask a railroad for bids for hauling brick from St. Louis to Chicago, and to receive dissimilar prices from each of the roads.

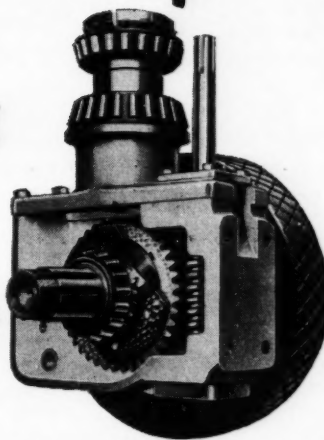
Suppose we go on using cement as an example. The price (mill net) is \$2.70 per barrel with a discount to buyers in a given classification of 10 cents per barrel. Now you, or a Federal Trade Commission, or a supreme court judge can answer an inquiry for cement to be delivered at Lima, Ohio. Remember that competition occurs at the list price stage. Even though the letter may say "we invite your bids," in reality the reply can only be a "quotation."

Let's get back to our quotation on the per barrel price delivered at Lima. The process is this:

List	\$2.70 per bbl.
Discount	.10
F.O.B. mill	2.60
Freight 380 lbs. @ 19¢ per 100 lbs	.722
Federal Tax on Freight 3%	.02166
Delivered cost at Lima per barrel	\$3.34366

Here's why users get "400% longer life"

from
Stuebing
Hydroelectrics



This sealed gear drive cuts 80% off maintenance and downtime!

Sealed in lubricant, this alloy-steel gear drive in the Stuebing Hydroelectric takes the place of old-style drive chains ... actually gives Stuebing walkie trucks a drive comparable to modern automobiles.

Only Stuebing engineered Lift Trucks give you this sealed gear drive plus four-wheel stability, easy steering and twin front driving wheels.

From users came startling reports of increased service life up to "400% and more!" plus astounding savings on repairs and downtime. "No repairs ... no downtime," reports one user. "No maintenance in a year and a half of heavy service," reports another.

You can have these same startling savings on walkie truck costs in your own plant, in addition, of course, to savings up to 80% on handling costs. Let us show you! Write for Bulletin V.



1071 STANDARD MODELS AVAILABLE

Lift Trucks Incorporated

2425 Spring Grove Avenue Cincinnati 14, Ohio

Mr. Einstein could not get a different answer. Ten thousand barrels are to be purchased. Buyers cost would be:

10,000 lbs. @ 3.34366

\$33,436.60

When dealing with a single unit price on a 10,000 lot purchase, decimals do mean something. Competitive practice would follow any change in handling the decimal on the unit price.

What Does FTC Want?

How would the FTC recommend we quote? Would it look at the above formula and quote \$3.34? If so, why not \$3.30 or \$3.25. What sort of a rule would it set for itself and why? How long could it keep it to itself? Where would the dealer or contractor customer be, if we disposed of the fraction

on the unit price one way this week when orders were good, and another way next week when business was bad? What would the buyer do if the manufacturer disposed of the fraction one way for him and in another manner for a competitor, to his disadvantage? When we multiply a decimal by 1000 or 5000 or 10,000 the answer is important.

In southern Ohio there is another cement mill. Its published list price is \$2.65 per barrel. Having been invited to quote by the Lima buyer, it figures its delivered price thusly:

List price	\$2.65 per bbl.
Discount	.10
F.O.B. mill	2.55
Freight at 23¢ per 100 lbs.	.874
Federal tax on freight	.026622
Total	\$3.450622

The northern Ohio producer does little business in southern Ohio and has a list price five cents higher. When this southern producer sells in Lima, is there any reason why he should equalize the freight difference and not consider his own lower mill net price? He knows what the prices are and what the freight rates are. He can't get more and won't take less. He, too, quotes \$3.34366 per barrel.

A third cement mill quoting on the Lima requirements is located in western Illinois. It finds its picture to be:

List price	\$2.75 per bbl.
Discount	.10
	2.65
Freight @ 33¢	1.254
Tax	.03762
	\$3.94162

To quote the low figure would mean too big a shrinkage in the net return. So the Illinois mill does not quote on the inquiry.

No Collusion Involved

When these facts are recognized, it will be seen that uniform prices are the result of keen competition and not of collusion. If in this Lima cement illustration the quotations were not uniform one might strongly suspect collusion. How easy it would be for the sellers to agree on whose "turn" it might be and for one to bid \$3.35; all others to quote various higher figures.

Spend the morning at a farmer's market for more education on pricing. Earlier, we said that butter, eggs, etc., are auction price commodities. That's at wholesale, of course, in carload lots. In large cities railroads build and lease large "on track" warehouses as auction houses for fruits and vegetables. Samples from cars are exhibited and tagged. Buyers or their agents bid, and prices are established on the good, fair, and poor grades. The telegraph wires are busy and shippers know the status of every market.

If prices in the Chicago market are low, due to a plentiful or over supply, cars will be diverted in transit to Detroit, Toledo, Cleveland, Buffalo or Cincinnati, etc.,

Speed, Safety in Sideport Loading



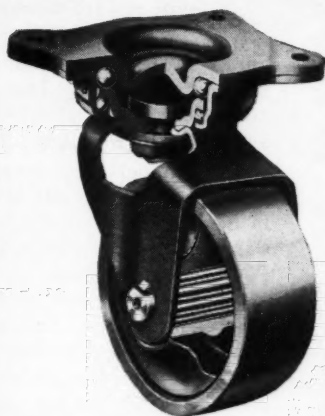
U. S. Army Photograph

Gravity roller conveyors team up with platform to receive a pallet-load of spinach.

A NEW type of portable loading platform is speeding sideport loading at the Seattle Port of Embarkation. It's a 600-lb., two-ton-capacity unit with a 5x7-ft. deck of two-inch No. 1 fir planking. It has proved such a boon to speed and safety that port officials are proposing its use as permanent gear on sideport-loading vessels.

When tidal conditions place sideports below the level of the pier apron, the ship is breasted out six feet and the platform is secured to the sideport combing by a

pair of hooks welded to the iron strips on which the decking is laid. Dock-cranes lower pallet-loads onto the platform, and gravity roller conveyors take over from here. Chain rails on removable stanchions around the outer edges provide added safety. Two steel right-angled supporting brackets hinged to the iron strips are held in extended position by four-inch turnbuckles. The hinges permit the brackets to fold up under the deck for compact stowage.



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where the supply is lower and the price better. Can that be changed? Certainly not. It's a part of our distribution system.

But would anyone say that, since produce is sold in this manner at wholesale, we must apply similar methods on the farmers' retail market? Let's narrow pricing here down to eggs. There are no posted prices. Start at the first stall. Ask the price and you may find eggs to be 62 cents per dozen. Next stall: 62 cents per dozen? And so on through the last, with eggs for 62 cents per dozen. So the list price is a verbal list price of 62 cents for standard. Ask anyone how the price is made, and you get a vague answer. But the individual farmer realizes that he can get no more than the competitor in the next stall, and why should he take less?

Are uniform list prices at the farmer's market good or bad for buyer and seller? If prices are not uniform, the bold and the strong would buy at the lower level, the timid and weak at the higher levels.

The fourth and last method of pricing is by negotiating. This may even be haggle. Rugs are so sold on the streets of Cairo. Many can remember when clothes and jewelry were price tagged in code here in U.S.A. Salesmen would give the price after decoding the marks, but one generally got a better price after a bit of discussion, and after the sales person had a back room conference with the store owner. Negotiation pricing is used in second hand stores, antique shops, also in reaching agreements on salaries, and, in some cases, wages. But no one could sell cement or brick or freight rates that way. The code tag system went out 30 years ago when stores advertised, "all goods priced in plain figures."

Precious stones are often sold by negotiating, in the Far East. Since bids and offers that might be made and not be mutually agreed upon would affect future dealings for the same stone, buyers and sellers have a code. They indicate to each other by pressure of fingers on knuckles what their thoughts

on price may be. Buyer and seller shake hands, throw a cloth over the hand clasp, and begin the knuckle pressing. If an agreement is not reached, only the parties involved know what was offered and asked, and the value of the stone is not affected.

Shall the buyer and seller of cement come to a meeting of the minds in a similar manner? Must they, too, begin to press knuckles under a napkin?

All of the foregoing indicates that mass production brings with it a need for *list prices*, and that uniformity in quotation of prices when made competitively are an asset and not a liability to buyer and seller alike.

This is the first installment of a two-part study by Mr. Huhn on prices and freight absorption. The concluding section will appear in DISTRIBUTION AGE for June.

Results of Packing Survey Released

Maritime association concludes export-damage study

THE Maritime Association of the Port of New York has released a final report on a survey of export packaging which it launched over two years ago in an effort to uncover the causes of the "appalling" loss and damage sustained by export shipments.

The report contains the final conclusions and recommendations of the association's Committee on Cargo Packaging, which conducted the survey. Steamship interests, marine underwriters, and export shippers served on the committee. Frank W. Green, packaging engineer, was employed as consultant.

The report follows an interim release of last year, in which the committee attributed cargo damage on 21 "surveyed" vessels plying 11 different trade routes to packaging (65 per cent), discharge (15 per cent), breakage as a consequence of pilferage (10 per cent), stowage (seven per cent), and loading (three per cent).

Its tests, the committee concludes, in its final report, "established beyond question of doubt that there is need in many quarters for better packaging of cargo intended for shipment in overseas trade. It is also apparent, though to a lesser degree, that the carriers of cargo overseas might well give closer attention to the care of cargo delivered into their custody, its stowage, and the type of gear used in the loading and discharging operations."

It believes that the loss-and-damage problem can best be dealt with through a program of close cooperation between carriers and cargo interests. "This cooperation," the committee states, "should take the form of an educational program designed to have carriers acquaint cargo interests and commodity associations with packaging faults as determined after receipt of cargo on the carriers' piers, with an urging that corrective measures be exercised."

It is the opinion of the commit-

tee that "the cure insofar as packaging is concerned does not lie in the promulgation of minimum requirements for packaging or in the creation of a bureau designed to supervise or control packaging; nor is it considered advisable that there be intervention on the part of government in the form of the issue of a code."

Setting forth minimum packaging requirements would be ineffectual, the committee feels, "due to the heterogeneous nature of our exports and the almost individual requirement of each commodity for special treatment in the inner packaging as well as the outward packaging thereof . . .

"It is not enough to say that the outer package must be of a certain nature or strength without a high degree of study . . . of the packing of the contents."

To implement its findings, the committee recommends specifically that the association establish a permanent packaging committee as a continuing check on cargo loss. This committee would function in an advisory capacity on packaging problems by disseminating suggestions to interested parties, making periodic inspections of cargoes, and "propagandizing advantages . . . from adequate packaging as well as the careful handling and stowage of cargo."

It further recommends that the association work toward getting the carriers to undertake or continue claims-prevention and educational programs. The pier and seagoing staffs of carriers should be taught "progressive, improved" methods of handling and stowage "in the light of changing conditions," according to the committee's report.

Seagoing personnel specifically, it concludes, should be made aware of their responsibility for cargo in loading and discharge operations, and should be encouraged to make recommendations designed to improve both packaging and handling.

GOVERNMENT BILL OF LADING

(Continued from page 23)

charges are applied directly to the appropriation. The contract allocation is not reduced by the amount of the freight charges.

The shipper may receive indirect benefits from the stipulation in Section 6 (8) of the Interstate Commerce Act, which prohibits Part I carriers from embargoing shipments consigned to agents of the United States. This provision is generally interpreted to mean shipments moving under government bills of lading, and while the same provisions do not affect motor carriers and freight forwarders, the latter usually will give preference to the movement of government-bill-of-lading freight.

Shippers who use bills furnished by transportation officers will find no difficulty completing the document if they use common sense and observe the instruction sheet which nearly always accompanies the papers. Care should be taken that all of the requested information and details are given. The shipper must show the date shipped, number of pieces, weight and description. The description is very important because the bill will be returned for correction if the proper tariff nomenclature is not used.

The Carrier's Problem

How do carriers feel about using government bills of lading? Carriers generally are not too favorably inclined toward their use because extra bookkeeping and follow-up are required to complete the transaction. It is said that the minimum time a carrier must wait for his money is 30 days. Consider the tremendous amount of funds in "float" which any large carrier must keep on his books until he receives his check. This condition is aggravated by shipments moving on commercial bills of lading to be converted to government bills of lading.

More Freight Lines serve the Port of Los Angeles



The Captain's Choice . . .



"because bunkering is cheaper and faster . . . marginal wharves are more efficient . . . and because of single terminal operation."

Consign your trans-Pacific shipments via your favorite transportation route . . . by rail, truck or air. *More* freight lines serve the Port of Los Angeles. And there are many other advantages for shippers:

- ★ Direct car-to-ship delivery over marginal type wharves
- ★ Truck direct to shipside or transit sheds
- ★ Preferential assignment of wharves and transit sheds
- ★ No barges or carfloats required
- ★ High and low line trackage



LOS ANGELES HARBOR

BOARD OF HARBOR COMMISSIONERS
City Hall, Los Angeles 12, Calif.

The shipper may fail to forward the original commercial bill of lading to the consignee promptly. Then the consignee must determine whether the material applies against an order requiring conversion. It may be necessary to photostat the documents for extra auditing copies. All of this takes time, and this is only the beginning of the issuing procedure. The carrier's difficulties are still not finished. He is still liable to suspension of future charges to offset overcharges or damages—sometimes as long as 10 years later. But sufficient profitable tonnage moves on government bills of lading to overcome these objections.

Oftentimes, carriers themselves are guilty of oversights and errors in presenting their bills. Normal payment time is doubled when this happens because the government must return the bill to the carrier for correction.

An excellent treatment of the carrier's part in processing government bills of lading can be found on page 11 of the December

1949 *Transport Topics*. It was prepared by Mr. E. E. MacMillan, then chief, Government Traffic Section, American Trucking Associations.

Carriers Cautioned

A word of caution to carriers: The General Accounting Office is reported as holding carriers transporting freight on government bills of lading marked "Subject to current Section 22 quotation" to the quotation, even though the carrier is not a participant in it. Here is an example: A competitive carrier offers the government a Section 22 quotation which is unreasonably low. When the time comes to move the freight, he does not have equipment available. The shipper offers the carrier the material on a government bill of lading marked "Subject to Section 22 quotation." Perhaps the carrier is unaware of the quotation terms and he accepts it, believing his published rate will apply. When he receives his check, he will see that his charges have been re-

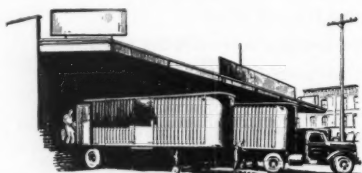
duced to the Section 22 quotation basis.

All common carriers operate under the uniform commercial bill of lading and commercial express receipt, and businesses have shaped the procedures of their traffic and accounting departments around these uniform shipping papers. In size and layout, however, the government bill of lading is sufficiently different from the commercial, and the method of handling enough at variance with commercial practices, that special departments are often established to handle this government paper. The result is an increase in overhead costs for vendors doing business for the government.

Since contractors cannot pay transportation charges accruing against government bills of lading, they must estimate the charges for accounting purposes, and whenever the bill of lading is paid, the government agency must advise the contractor of the true transportation cost so an appro-

priate adjustment can be made to cost accounts.

There does not seem to be any reason why all shipments, whether government or commercial, should not move on a uniform government bill of lading. If special conditions must apply to government shipments, they can be handled by reference on the bill of lading to regulations or legislation. Approval to use commercial bills of



lading would enable many federal agencies to look more completely to their cost-type contractors for the handling of the operating phase of traffic. This should permit a reduction of operating cost through elimination of some of the duplication of effort that now exists between some branches of the government and their contractors.

Nowadays, there seems to be only one real reason for the continued use of government bills of lading. Shipments moving under a government bill of lading are not charged the transportation tax. Since the transportation tax on property amounts to only 3 per cent on most items, evading it obviously will not result in a very great saving on small shipments.

This brings us to a most controversial subject. What is the cost of preparing and processing a government bill of lading? Estimates from qualified government traffic men vary from four dollars to \$15.

It is reasonable to assume that as much time and processing are required to handle a government bill of lading as a purchase order. The Hoover Commission has estimated the cost of issuing a federal purchase order at \$10. By this yardstick, our government loses money every time it issues a lading for shipments where freight charges are less than \$333.

The federal government is not bound by claim regulations and the statutes of limitations. If a

shipment is damaged or short—and the consignee properly completed the claim certification on the back of the government bill of lading—the loss or damage will be deducted from the carrier's current account by the General Accounting Office. And the length of time that has elapsed since the damage occurred has no bearing on the transaction.

If the government owes a shipper \$500 for a shipment he transported two months ago, they can deduct \$200 damages which happened on a shipment handled five years ago.

Are They Unnecessary?

A number of industrial traffic managers are outspoken in their belief that government bills of lading are costly, burdensome, and inefficient. They maintain that issuing officers, who usually are located some distance from the origin points, cannot possibly be well enough acquainted with local conditions to route their shipments intelligently — especially where motor carriers are concerned.

Often, they are furnished government bills of lading bearing routings via carriers who do not serve the origin point. While the bill is returned for correction, or held until the transportation officer can be contacted for further instructions, the shipment occupies needed storage space and the consignee's production schedules are delayed.

This can be avoided to some extent by originating the shipment on a commercial bill of lading marked "To be converted to a Government Bill of Lading." The practice of converting is not too popular with most transportation officers, who prefer that a government bill of lading be used, and many shippers do not like to spend the added time required to process a commercial lading for conversion.

Some shippers point to the limited number of transportation officers in the country as a strong argument against the use of government bills of lading. It is easy to visualize the problems encoun-

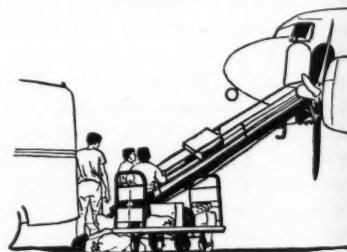
tered if a firm is not located in the same city as the office from which it receives its government ladings.

Ladings are furnished bearing a routing which was determined on the basis of a normal shipment. In most cases, the bill will designate a railroad, motor carrier, or freight forwarder as the mode of transportation.

Suddenly, the company is told to expedite production of the material because of urgent need. Costly overtime hours are worked to have the parts ready for shipment by the required date. The material arrives in the shipping department, the government bill of lading is removed from the suspense file, and the shipper sees he cannot ship by air express or air freight or some other form of premium transportation because the lading contains a normal routing.

Perhaps he can get permission to change the route by telephoning the issuing office, but in many cases he must wait until a replacement bill is mailed to him. He might even have to return the original bill for correction.

Even if he is located in the same city as the transportation officer, he may find similar difficulties. Small contractors do not always have messenger facilities and must depend on the mail to



obtain and exchange their ladings. According to some reports, the Navy Transportation Office will deliver government bills of lading by messenger when necessary, but it does not appear that the other branches of the service are in a position to do the same.

Serious minded federal and industrial traffic men have advanced this thought as another reason

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When you select a new van it takes a three-angled approach to be sure you get the best equipment to meet your individual requirements at an expenditure consistent with maximum operating economy.

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Established 1860

for allowing private industries to route the government freight produced by their companies, even though it moves on a government bill of lading.

Some federal agencies feel they are purchasing a traffic service from their contractor—just as they rely on him to manufacture and inspect their parts—and they leave the details of traffic operation to the discretion of the contractor's traffic department. Obviously, the manufacturer must perform in such a manner that he can justify the work undertaken for the government.

Opinion is divided as to whether the service and operating advantages a contractor derives from being granted the right to route government freight is offset by the responsibility and liability he assumes. However, this burden is no greater than the responsibility of a traffic department to maintain an efficient and competent traffic operation for its own company.

Traffic managers of companies holding contracts with agencies

who follow this policy, and firms moving a sufficient number of government shipments, are delegated as authorized transportation agents and given the authority to issue government bills of lading when advantageous.

Naturally, if you are authorized to issue government bills of lading, you must be familiar with many more details than are covered here. In that case, a copy of General Regulation No. 97, Revised, will help. Some federal agencies having active traffic direction issue comprehensive traffic and transportation instruction manuals to assist their contractors in the proper method of performing traffic duties on their behalf.

A final warning: If you are appointed an authorized transportation agent, it is your personal responsibility to see that government bills of lading are issued for the payment of only those charges which are to be borne by the government. If you do not, the government looks to you for reimbursement—not to your company. So be careful!

ment—not to your company. So be careful!

This discussion has given some of the major reasons why government bills of lading should be retained or eliminated. What should be done about them is a frequent topic of conversation in traffic circles. Of course, any change which is undertaken must have the blessing of the General Accounting Office. The article has only touched upon the high spots of the government bill of lading question. What will be done in the future toward simplifying government shipping paper remains to be seen. If you are actively interested in the outcome, now is the time to express yourself.

To secure a copy of General Regulation No. 97, Revised, write to the General Accounting Office, Office of the Comptroller General of the United States, Washington, D. C., In legal literature, the regulations are to be found in 25 Comptroller General 924.

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BETTER SHIPPING

(Continued from page 31)

be chipboard partitions, high-grade corrugated fibreboard partitions are often specified. This is poor judgment. As a matter of fact, in some cases, partitions are not necessary at all, particularly when individual cartons are used. The same principles of package design apply to other types of interior protection, such as air-cells, spring pads, blocking, and bracing. Many times, a combination of packaging materials, such as wood and fibre, would best accomplish the desired result.

Once the appropriate level of protection has been established, requirements for the packaging materials should be formalized in detailed specifications. But facilities available for producing the specified materials must always be borne in mind. This important step in the procurement program is all too often neglected, thereby negating the potential benefits of proper design. By and large, sup-

pliers will furnish materials in accordance with sound specifications. However, it is the user's responsibility, and redounds to his benefit, to check on the supplier's compliance with the specifications submitted.

A program of package design and of quality control requires a certain amount of formal testing. Suitability of various containers or materials cannot always be accurately assessed, either by experience or by haphazard checking, and should be evaluated by organized research and control. In many industries, packing and handling costs represent a very sizeable percentage of the factory transfer cost. A great deal of time and money is devoted to perfection and maintenance of the quality of the product, but a proportional amount of attention is seldom paid to the packing and packaging. The yield from the quality control of the packaging may be as great or greater than that received from the quality control of the product itself.

The user's contribution to perfect shipping does not end with the development and procurement of an adequate package. Inventories of packaging materials should be protected against common hazards such as extremes of temperature, humidity, and precipitation; and common-sense storage procedures should be observed. The extent of loss of inherent strength-properties resulting from poor storage is surprising.

Processing of packaging materials by the user has its own pitfalls. Interior fittings may be improperly assembled or located; containers may be poorly closed and secured; and marking may be ineffectual. Many potentially sound containers detract from good shipping performance because of improper selection or application of closure media.

With respect to wood boxes, for example, good nailing practices—embracing size, type, number, and spacing—must be closely followed. Similarly, there are established procedures for closing

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MAY,

fibreboard containers regardless of whether tape, liquid adhesives, staples, stitches, or strapping are employed, either singly or in combination.

Loading Important

The user frequently has one more obligation to fulfill—that of properly loading his packaged product in the selected carrier. This obligation does not apply to inland water transport, parcel post and less-than-full-load shipment, but it is certainly in force in rail transit. There are innumerable facets to efficient car-loading, of which the following are but a few: bracing and blocking, doorway protection, effective loading patterns, floating loads, paper-tied loads, and strapped loads.

Assistance in this important operation is obtainable not only from the various container manufacturers' associations, but also from established agencies of the railroads themselves—specifically, from the Freight Claims Division and the Freight Loading and Container Section of the Association of American Railroads. These two agencies have published and distributed pamphlets and other literature on these subjects. Furthermore, their assistance and cooperation can be solicited for specific problems.

The last step in "perfect shipping" lies within the carriers' province. Obviously, the facilities supplied should be free from dirt and dust, and hazards like protruding nails, broken floorboards, and other elements contributing to damage. Should any of these hazards exist, the shipper should see to it that they are removed.

The carriers have a further responsibility while goods are enroute from consignor to consignee. Damage frequently results from shocks incurred either while the individual package is being transferred or when an entire load is being transferred. Humping at high speeds is one example of the cause of this type of damage. Excessive vibration due to the road surfaces or to insufficient shock-absorption qualities of the carrier equipment is another factor.

These problems have not been

ignored by the carriers, of course. Training of personnel is a continuing project, and development of improved facilities and equipment is currently being carried on. New types of cars have been put into service featuring such innovations as sectional steel gates, adjustable racks, drop centers, and other special devices. In addition, research on such fundamental subjects as vibration "is already bringing forth improve-

ments in draft gears and in springs.

Integration of the resources and efforts of the packaging materials manufacturer, the shipper, and the carrier is obviously essential. The old adage of a chain being no stronger than its weakest link definitely applies to the problem of "perfect shipping." Deficiency on the part of any one of the three major agencies can undo the good work of the others.



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Whatever the load—crates, kegs, drums, boxes—you can get it on the truck and off faster, safer and at less cost with a powerful, hydraulically operated Hercules Load-N-Gate. Easily installed on any standard size truck, the Load-N-Gate will pay for itself in a short time in eliminating costly, time-consuming and dangerous loading and unloading by hand. Mail the coupon below now for free literature.

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Books and Reports

THE TRANSPORTATION INDUSTRIES, 1889-1946, by Harold Barger (National Bureau of Economic Research, Inc., New York; 288 pp., \$4.00): Subtitled "A Study of Output Employment and Productivity," this 51st in a series of reports on American industry deals with the output of transportation services, with the draft upon the labor force required to produce this output, and with the changing relationship between traffic and employment. Mr. Barger, an associate professor of economics at Columbia University, reports upon the progress that has been made in physical efficiency since the end of the last century. He is concerned with long-range tendencies.

WHEN DOES TITLE PASS?, by Thomas G. Bugar (Wm. C. Brown Co., Dubuque, Iowa; 500 pp., \$6.50): Mr. Bugar attempts to answer the question: When does title pass from shipper to consignee and who has the risk of loss or damage in transportation? The book treats of various types of sales, bailments, goods on consignment, etc. The subject of time, place, and manner of delivery is also discussed; as, for example, the delivery of a greater or lesser quantity than agreed; failure to deliver at the agreed time; and shipment by a method of transportation other than that agreed upon.

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Stevens Appliance Truck Co.
Old Savannah Road, P. O. Box 897
Augusta, Ga.

AUTOMOTIVE TRANSPORTATION IN INDUSTRY, by Samuel J. Lee (Fleet Management Corp., Chicago, 178 pp.): Next to salesmen's salaries, according to Mr. Lee, automotive expense is probably the largest single expense incurred in sales activities. The author analyzes the entire problem of the use of automotive equipment for sales purposes, bringing out salient points regarding the operation of such a fleet.

THE NEW 1951 AWI Redbook Directory contains helpful information on rail sidings, storage capacity, insurance rates, trucking facilities, floor loads, branch house service and other data pertaining to 70 of the country's public warehouses banded together to give complete branch house service in all the important trading areas. Associated Warehouses, Inc., 549 West Randolph St., Chicago 6.

FOREIGN-TRADE ZONES BOARD annual report to Congress, for the fiscal year ended June 30, 1950, discusses the operations of the foreign-trade zones of New York, New Orleans, San Francisco, Los Angeles, and Seattle. A sixth zone, at San Antonio, was not in operation during the period covered by the report. The New York Zone, the report notes, showed a substantial net profit during fiscal 1950, but each of the other zones showed a net loss. Local interest on the part of the state of Virginia and the city of Baltimore indicates that zones may be opened there in the future.

A GUIDE TO AIR SHIPPING Via The Port of New York has been assembled as a Port of New York Authority service to answer inquiries from shippers and traffic managers located in the New Jersey-New York metropolitan area and inland cities. The guide is devoted to a general discussion of the problems peculiar to air shipping, and discusses rates and specific data pertaining to air shipping to and via the port. Mailed without charge upon request to The Port of New York Authority, Department of Airport Development, 111 Eighth Ave., New York.

THE DELAWARE RIVER JOINT COMMISSION of Pennsylvania and New Jersey

through its Port Promotion Department has begun distribution of a new 32-page, brochure describing the facilities of the Port of Philadelphia. Utilizing the theme that the Delaware River ports of Philadelphia, Camden, Chester, Wilmington, and Trenton are the "gateway to world markets," the booklet presents statistics which point out that "the hub of tremendous industrial and maritime activity on the Atlantic Seaboard makes Philadelphia the second port of the United States." Included are illustrations of port facilities, techniques for handling cargo, etc., together with listings of steamship lines that serve the port, their agents, stevedoring companies, towing companies, foreign freight forwarders, foreign consuls, banks and other agencies.

CATALOGUES

A NEW 8-PAGE BULLETIN, Number 1325, includes user benefits of the major components of the FT-60 6,000-lb.-capacity Baker fork truck. Designed to give complete information, it contains dimension drawings which show the maneuverability of the truck, detailed specifications, and other helpful information. Also included are 14 special attachments which Baker furnishes to increase the utility of fork trucks. Baker Industrial Truck Div., Baker-Raulang Co., 1250 W. 80th St., Cleveland 2.

FORTY-FOUR-PAGE CATALOGUE of Yale materials handling equipment, covering general descriptions and application data on the company's gas and electric fork trucks, motorized hand trucks, hand lift trucks, and hand and electric hoists has been released by Yale & Towne Mfg. Co., Philadelphia Div., 11000 Roosevelt Boulevard, Philadelphia 15.

A NEW BOOKLET illustrating and describing products ranging from furniture pads to special equipment for handling pianos has been put out by Elkey Products. Among the products described are tarpaulins, straps, furniture ties, slings, van boxes, casters, pry trucks, sealing tape, floor runners, and scores of other material. Some new products described in detail are braided picture wire, air-drying units, truck hooks, appliance trucks, and adjustable refrigerator pads. Elkey Products Co., 323 West 16th St., New York 11.

A COMBINATION YARD CRANE "swing" loader, dual drum utility crane, and combination tote crane and loader are described in a 4-page bulletin announced by Mandt Mfg. Co., Columbus, Ohio.



Miami, Florida - For Rent or For Sale

New building, one of Miami's most beautiful architecturally, ideally designed and suited for any kind of warehousing and transportation. Solid concrete, basement, first floor and mezzanine, consisting of 700,000 cubic feet. Deep concrete platform runs full length of building. Situated on property 225' x 600' on heaviest traffic artery. Private railroad siding. Plenty of parking space for trucks and customers, with room for expansion. Will make satisfactory terms with reliable operator. This is truly an unusual opportunity for experienced warehouse operator in fastest growing city in America. For further details, picture of plant, etc., address

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Coming Events

Apr. 30-May 4—Fourth National Materials Handling Exposition, International Amphitheatre, Chicago.

May 1-3—American Material Handling Society, Inc., Material Handling Conference, concurrent with the 4th National Materials Handling Exposition, Stock Yard Inn, Chicago.

May 16—Indiana Household Movers & Warehousemen, Inc., South Bend, Ind.

May 20-22—The Material Handling Institute, Inc., mid-year industry meeting, Greenbrier Hotel, White Sulphur Springs, W. Va., with the following groups in attendance: Caster & Floor Truck Manufacturers' Assn., Industrial Truck Assn., and Steel Container Section of the Material Handling Institute.

June 4-7—Canadian Warehousemen's Assn., annual meeting, Seignior Club, Montebello, Que.

June 24-27—32nd Annual International Cost Conference, National Assn. of Cost Accountants, Palmer House, Chicago.

July 15-18—Movers' Conference Assembly, Sheraton Hotel, Chicago.

July 20-21—South Carolina Motor Truck Assn., annual convention, Ocean Forest Hotel, Myrtle Beach, S. C.

Sept. 20-22—Southeastern Warehousemen & Movers Assn., annual convention, Biltmore Hotel, Atlanta, Ga.

Oct. 1-4—Society of Industrial Packaging & Materials Handling Engineers, Cleveland Public Auditorium, Cleveland.

Oct. 10-11—National Assn. of Shippers Advisory Boards, 15th annual meeting, Hotel Cleveland, Cleveland.

Oct. 22-24—Packaging Institute, 13th annual forum, Hotel Commodore, New York.

Oct. 22-26—American Trucking Assns., Inc., annual convention, Stevens Hotel, Chicago.

Nov. 15-16—National Industrial Traffic League, annual meeting, Palmer House, Chicago.

OBITUARIES

Samuel C. Fulton, secretary-treasurer, Ohio Warehousemen's Assn., Feb. 27.

Gilbert Henderson, 56, manager, Indiana Motor Rate & Tariff Bureau, Indianapolis.

William E. Lee, 54, president, Household Goods Carriers' Bureau of American Trucking Assns.; and president and general manager of United Van Lines, Inc., St. Louis, Feb. 27.

John M. McGrath, 55, vice-president in charge of traffic, Gateway Transportation Co., LaCrosse, Wis.

F. J. Roederer, 62, president, Roederer Transfer & Storage Co., Davenport, Iowa, March 26.

DANDUX FURNITURE PADS



for greater protection and endurance

LOCKSTITCHED (not chainstitched)	Cut Size: 36" x 72"	\$32.00 per doz
HEAVY COVERING	54" x 72"	46.00 per doz
TWO COLORS	72" x 72"	56.25 per doz
NYLON BINDING	72" x 80"	63.00 per doz

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F.O.B. DANIELS, MD.
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Due to the increase in the cost of materials and due to the fact that this advertisement is made up weeks in advance, prices may be changed by the time this advertisement appears.

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**Burglar Alarm and
Holdup Alarm Services**

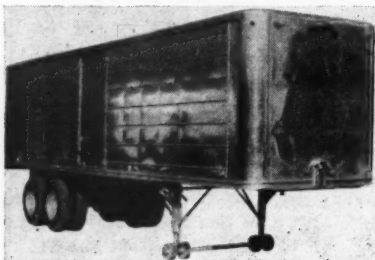
AMERICAN DISTRICT TELEGRAPH CO.
155 SIXTH AVENUE NEW YORK 13, N. Y.
Central Stations in All Principal Cities

ADT

DA New Products News

Sturdy and Shiny

Model A trailer, designed by Trailmobile for both interstate and intrastate transportation, incorporates new design and new combinations of materials. Side-walls are constructed of new Alclad panels, said to resist



corrosion and to remain bright after long use. They can be replaced without structural tear-down. Roof-bows in new crowned roof have greater resistance to deflection, and roof sheets are ribbed for greater strength. Four die-formed steel bumpers and steel tail-shelf protect rear-end. Floors also have more protection. They will safely support maximum lift truck front-axle loadings, according to Trailmobile. New rear-roof member is dent-resistant, and drip molding is integral part of roof member.

● Trailmobile Co., Cincinnati 9.

Folds Up

Hytrol portable folding conveyor, distributed by Seedburo Equipment Co., handles bags, boxes, bundles, bales, and cartons between floors and in warehouse aisles and other small areas. It can be moved (by 1 man) or have angle of delivery changed while conveyor mechanism is in motion. Five sizes are made, each folding to ½ its length. Largest unit can be stored in less than ½ sq. yd.



Flow of materials can be switched while machine is in operation by turning a switch, and unit can handle fifteen 100-lb. bags per min. Built low to floor to save worker's time and energy.

● Seedburo Equipment Co., 618 W. Jackson Blvd., Chicago 6.

Protects the Product

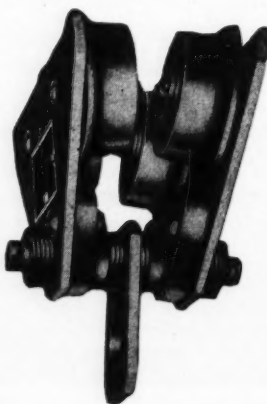
Corrugated spacing cylinders, blocks, and rounds for protecting fragile or heavy articles in corrugated or wooden boxes during shipment are being manufactured by



Central Fibre Products. They fit tightly, are said to withstand great weights and strains, and can be glued in position. Packing spacers are made 2 ways—glued for solid protection and taped for soft protection—and are available in various diameters and widths.

● Central Fibre Products Co., Quincy, Ill.

New Trolley Line

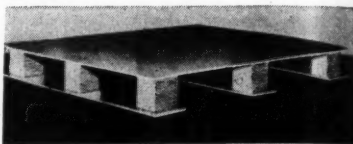


Wright Hoist has announced production of new line of Wright-Way trolleys available from ½ ton to 3 tons in capacity. Low-cost, lightweight units are for use in industrial applications that do not require the high efficiency or high safety factor of Wright Timken, Hyatt or S.A.R.B.

trolleys. Units are said to be reasonably efficient, safe, and durable. Built only for standard I-beam sizes, trolleys feature chilled tread wheels, husky roller bearings, heavy steel axles, equalizing pin and becket strap, and heavy fabricated steel side plates. Units have factor of safety of 3 to 1 minimum on all sizes.

● Wright Hoist Div., American Chain & Cable Co., York, Pa.

Rugged



Mead expendable 4-way pallet is said to combine regular expendable-pallet features of low cost and light weight with sufficient strength to enable pallet to withstand rugged handling and shipping. It is made of chestnut fibreboard and has wood instead of paper-product posts. Company provides complete engineering service on pallet problems.

● Mead Board Sales, Inc., 3347 Madison Rd., Cincinnati 9.

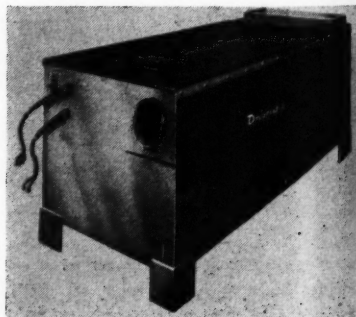
Down for the Count

Package counter that records every unit, regardless of how tightly packages move along conveyor line, has been developed by Alvey Conveyor. Unit fits between sections of gravity, belt, or live roller conveyors. Short powered belt carries package forward to a barrier, and contact with barrier causes air-cylinder to raise front of packages. Belt then propels package over barrier and deposits it on live-roller discharge unit while numbering machine registers count. Barrier then resets itself to stop next package. Capacity is about 40 packages per minute.

● Alvey Conveyor Mfg. Co., 9301 Olive Blvd., St. Louis.

Portable Moisture Control

New absorption-type package unit gives precise humidity control in wide range of temperatures (−40 deg. F. to 100 deg.), and is said to be ideal



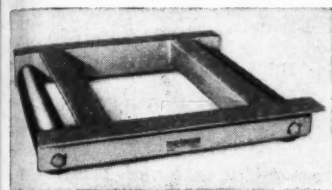
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for maintaining low humidity levels in cold storage plants and unheated warehouses for year-round "dry-cold" protection. Humidity levels as low as 15% can be maintained. Dryomatic Model 100, manufactured by Dryomatic Corp., is effective singly in enclosed areas up to 25,000 cu. ft. Model 100 is 45 in. long, 19 in. high, and 16 in. wide. It is 3-channel continuous-absorption dehumidifier with plug-in automatic operation. There are no buckets to empty or chemicals to replace.

● Dryomatic Corp., 812 N. Fairfax St., Alexandria, Va.

Pallet Dolly

Time and labor are saved in loading and unloading trucks, trailers, and freight cars through use of new 2-roller dolly, according to Samuel Olson Mfg. Co., manufacturer. Olson No. 700 dolly moves loaded pallets inside vehicles after fork truck has



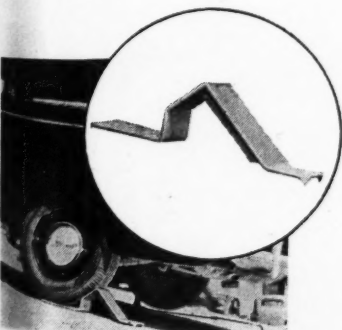
placed them at door. They can also be used in shipping room. Units have capacity of 4,000 lbs., are made in 6 sizes ranging from 24x28 to 48x48 in.

● Samuel Olson Mfg. Co., 2421-23 Bloomingdale Ave., Chicago 47.

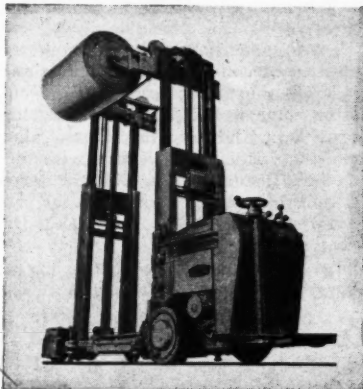
Chock-Full of Safety

New cleat developed by National Dunnage Co. can be used to chock light and heavy trucks, trailers, planes, and crawler-type vehicles on grades or in snow or ice, and will also secure automobiles, wire rope or cable on reels, etc., during shipment. Manufactured in various sizes for different applications, cleats have oblique corner spurs which are driven deep into surface on which vehicle rests. Unit can be locked to wheel of vehicle to prevent theft.

● National Dunnage Co., P. O. Box 1864, Dallas.



Kept in the Dark

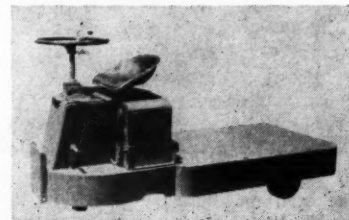


Special truck built by Lewis-Shepard handles 1,500-lb. rolls of photographic paper in and out of storage racks in complete darkness. Signal system built into truck lets operator know what aisle he is in and what his position is in that aisle. Aisles are 54 in. wide. While traveling in aisles between columns of rolls in racks, truck is steered by guide rollers running against side of aisle tracks. When truck reaches desired position in aisle, a few controls are set; then carriage automatically rises to proper level, moves sideways, picks up or deposits roll, and returns to center position, where carriage lowers to normal position.

● Lewis-Shepard Products, Inc., 256 Walnut St., Watertown 72, Mass.

Forging Ahead

New electric-powered platform truck, developed by Market Forge as in-plant pick-up and delivery unit,



features 3-way operating positions providing safety, comfort, and maneuverability. Operator can sit facing away from load, which is normal position; he can face load when passing through narrow aisles; or he can stand on special step for on-off operations. Load-Mobile comes in 3,000- and 5,000-lb.-capacity models and travels at 3.5 to 4 m.p.h. empty. Can also be used as tractor, with coupling furnished by manufacturer.

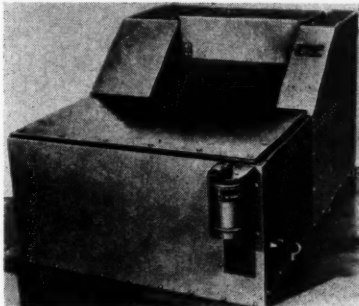
● Market Forge Co., Everett, Mass.

Not a Shred of Evidence

Shredmaster Corp. advises defense-connected companies to avoid "waste paper basket" espionage by shredding

confidential data. The company's latest Shredmaster unit, available in heavy-duty or table model, can be used for this purpose or for shredding ordinary paper, foil, cellophane, plastics, textiles, rubber, tobacco, etc. Unit is noiseless, has simple drum switch control, and will not operate when safety guard is raised. Under normal usage, blades of Shredmaster do not require sharpening for a year or 2, according to company.

● Shredmaster Corp., 205 Wiloughby Ave., Brooklyn 5.



Fire Chaser

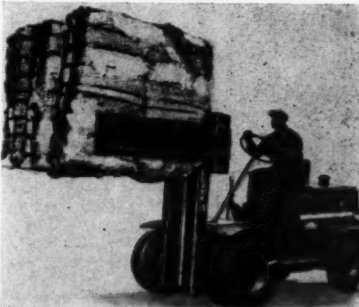
Two-wheeled dry-chemical fire extinguisher by Walter Kidde fights fires too severe for extinguishment with 20- or 30-lb. portable dry-chemical units. Unit has 150-lb. powder capacity, combats flammable liquid (Class B) and electrical (Class C) fires in garages, industrial plants, refineries, utilities, textile mills, and at airports.

● Walter Kidde & Co., Inc., Belleville, N. J.

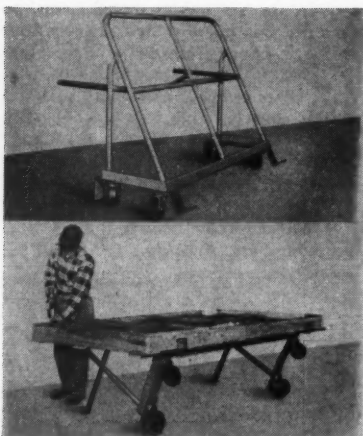
Puts Squeeze on Packages

"Extra-heavy-duty" clamp for handling heavy, bulky loads without pallets is announced by Clark for use on company's Utilitrac models with capacities up to 7,000 lbs., and on Yardlift-60, gas-powered 6,000-lb. model. Hydraulically actuated clamp handles bales, large boxes, crates, and other items able to withstand heavy squeezing. Clamping pressures up to 6,000 lbs. are available. Unit has handled 6 bales at once. Arms can be extended from minimum opening of 24 in. to maximum of 95 in.

● Clark Equipment Co., Industrial Truck Div., Battle Creek 11, Mich.



Motion Tabled



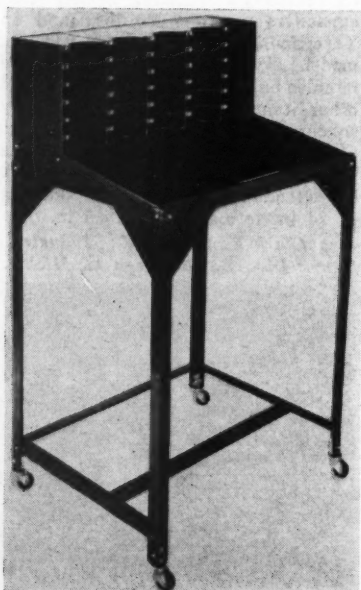
Rol-Away Model AWL serves either as 1-man sheet or flat-case truck or work table for packing and unpacking. Truck is turned into table merely by tipping it. A large glass company using the truck reported saving 15 min. on each case of glasses packed, according to manufacturer. Unit can operate in narrow aisles and can enter narrow doors, elevators, etc.

● *Rol-Away Truck Co., 2340 Columbia Blvd., Portland 17, Ore.*

For Checking Freight

Newly designed freight checking stand being manufactured by Glen B. Mohr Co. has the following dimensions: overall height, 56½ in.; width, 31½ in.; and depth, 25 in. Pigeonholes are 2 in. high, 6½ in. wide, and 9 in. deep.

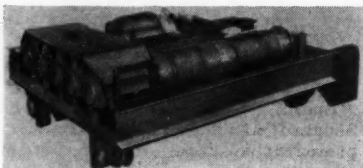
● *Glen B. Mohr Co., 774 High St., Oakland 1, Calif.*



Trolley Hoist

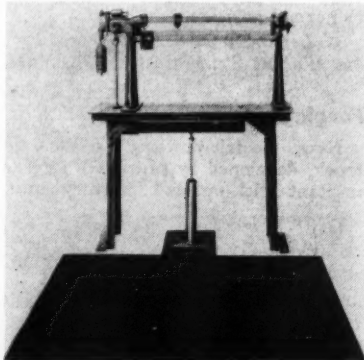
Features of new Type SD trolley hoist by Conco, available in 5- and 7½-ton capacities, include completely electric welded steel trolley frame and hoist gear housing, gears machine-cut from solid steel blanks, and shafting provided with heavy-duty Hyatt roller bearings. Hoist is available with mechanical load brake of Weston screw and disc type, or arranged for dynamic lowering with either AC or DC controls.

● *Conco Engineering Wks., Mendota, Ill.*



Weighing In

Load King is new platform beam scale designed by Yale & Towne for fast, low-cost heavy-duty weighing applications where "shock loading" prevails. Lever system in platform is all steel. Poises on main bar are mounted on roller bearings for rapid positioning. Another feature is 100% end loading platform that gives same reading regardless of location of load



on platform. Platform, which is mounted on outboard bearings, absorbs shock of moving loads without damage to scale. Pit requirements are only 11 in. Available in self-contained and semi-self-contained models, units are made in capacities up to 6,400 lbs. Platforms range from 46x38 to 76x54 in.

● *Yale & Towne Mfg. Co., Dept. 25, Roosevelt Blvd. & Haldeman Ave., Philadelphia 15.*

101 Line Expanded

Automatic Transportation has chopped 10 in. off its non-riding-type elevating platform Transtacker, permitting unit to be used in narrower aisles. Latest addition to company's 101 Line is 69½ in. long, in contrast to 79 1/16 in. for its predecessor. Better protection of operating parts



is provided in new unit, which is powered by new 101 Line motor. Unit comes in 4,000- and 5,000-lb. capacities. Lift is 70 in., mast height 83 in. Solid steel enclosure, with hinged doors and drop-pin lock for quick battery change, gives battery high degree of protection.

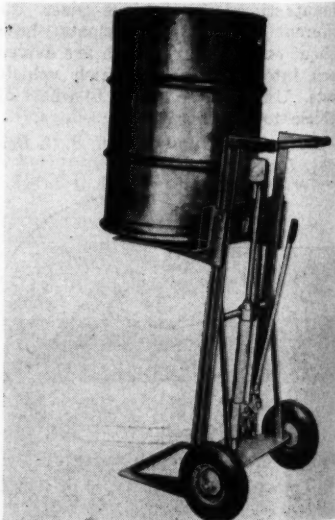
Automatic has also announced new Transtractor 101 for handling live and semi-live skids. Battery-powered non-riding-type industrial tractor also has 101 Line motor.

● *Automatic Transportation Co., 115 W. 87th St., Dept. E-1, Chicago 20.*

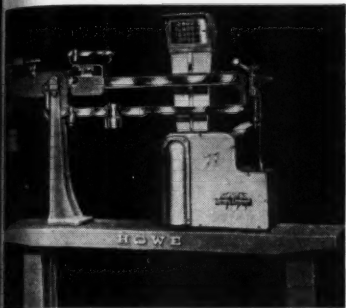
Dual-Purpose Hand Truck

Combination truck and stacker, introduced by Clark-Hopkins, is small, lightweight, highly maneuverable hand truck with built-in hydraulic hoist for lifting and stacking. It can be used for loading or unloading heavy cases or drums from ground level where no loading dock is available; for transporting merchandise from one location to another; and for stacking. Weight is 111 lbs., capacity 500, lift 54 in., platform 22x19 in. Front of platform is flush with floor when lowered. It's equipped with 8-in. rubber wheels.

● *Clark-Hopkins Equipment Corp., Philadelphia 23, Pa.*



On the Beam



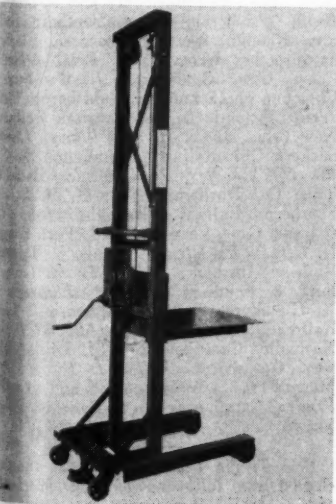
Howe 77 Weightograph is a weighing accessory which can be attached to any make of beam scale or to any scale convertible to beam operation and make it an automatic-indication unit of the latest type. Weightograph is attached to beam shelf and connected to beam with rod. In illustration, it is attached to full-capacity motor truck scale beam. Manufacturer calls it simplest automatic weighing device ever put out. Non-protruding periscope has eye-level screen which instantly flashes exact weight in magnified, mirror-reflected figures. No complicated parts to get out of order.

• Howe Scale Co., Rutland, Vt.

Going Up

Barrett-Cravens has added 7-ft.-lift model to its "5-Hundred" line of portable elevators. Regular model has 5-ft. lift. Added lift is said to be in keeping with current trend toward more complete use of overhead space. Unit can be used to stack materials, serve storage racks, load and unload motor trucks, and for overhead maintenance work. Capacity is 500 lbs., and it's a standard unit manufactured on production basis and priced accordingly.

• Barrett-Cravens Co., 4609 S. Western Blvd., Chicago 9.



Marked Efficiency

Wm. A. Force Co. has come up with practical method for making up rubber stamps in matter of minutes, thereby cutting down marking time. Changes of priority, code numbers, colors, sizes, lot numbers, etc., can be made in seconds, according to manufacturer. Interchangeable rubber type, ranging in size from 1/16 to 1 in., is set up on patented base, producing clear, legible impressions. Several sizes of type can be set up on same base affixed to holder, which can be mounted on conveyor-line marking units and other devices.

• Wm. A. Force & Co., Inc., 64 White St., New York 13.

New Tractor Loader

New tractor loader featuring hydraulic torque converter drive and entirely new clutch-type transmission has been announced by Tractomotive. Single-stage torque converter in TL-10 Tracto-Loader is said to fur-

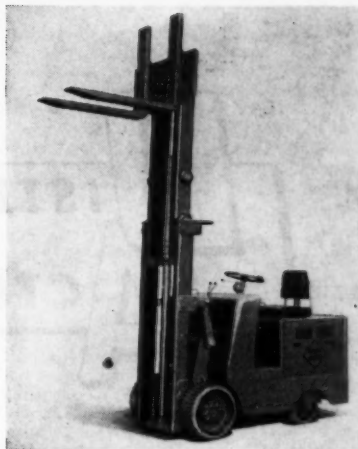


nish smooth, constant flow of power to drive wheels, and there is practically no wheel-spin during loading, according to manufacturer. New clutch-type transmission eliminates most gear shifting; operator can go forward or reverse simply by pushing or pulling lever. Unit has 3/4-cu.-yd. hydraulically controlled bucket and is powered by Allis-Chalmers 40.5 brake h.p. gasoline engine.

• Allis-Chalmers Mfg. Co., Tractor Div., Milwaukee 1.

Has New Hoist System

Single-cylinder, low-pressure, double-action hydraulic hoist system is incorporated in new 6,000-lb.-capacity Air-Rights Series electric fork truck announced by Elwell-Parker. Truck is said to have many advanced operating characteristics: faster, smoother action in lifting and lowering load; cushioning effect between truck and load due to hydraulic mechanism; automatic protection against overload; and precision control of fork and load by driver at any height of load elevation. Hoisting mechanism has been simplified—there



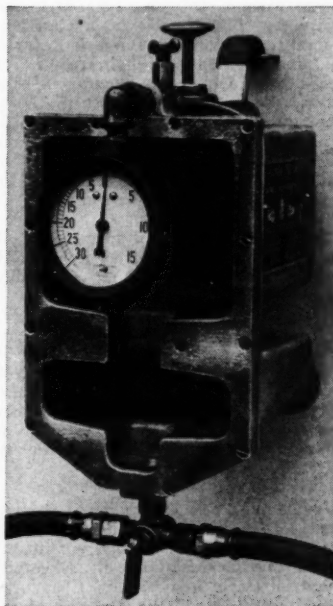
are said to be fewer moving parts than in multiple chain-drive hoists. Maximum lift of fork is 126 in.; truck is 118 in. long with 36-in. fork, and 42 1/2 in. wide.

• Elwell-Parker Electric Co., 4110 St. Clair Ave., Cleveland 3.

Locates Fuel-System Troubles

Rocklen, Inc., has developed inexpensive device to check fuel systems and mileage of all internal-combustion engines. Called Rocklen Fuel Checker, unit is complete auxiliary fuel system making it possible to propel "in-for-repairs" truck even though its fuel system is frozen or otherwise inoperative. Device quickly tests fuel pump flow and pressure, mileage, leaky or plugged gas lines, carburetor needle and seat, fuel level, fuel pump diaphragm, etc. It is said to spot trouble immediately, eliminating guesswork.

• Rocklen, Inc., West Haven 16, Conn.



DISTRIBUTION ACTIVITIES

Classified and alphabetized for the convenience of the reader

Industrial Traffic Management

W. P. Adams, has been appointed plant traffic representative, Jefferson Chemical Co., Inc., Port Neches, Texas.

Edward E. Doorn has been appointed traffic manager, Universal Oil Products Co., Chicago.

Edward J. Girard, Jr., formerly with the Fruit Growers Express, has joined the Lone Star Package Car Co., Philadelphia, as freight representative.

Brooks Millard has been appointed traffic manager, Piasecki Helicopter Corp., Morton, Pa.

Lester Pedler has been named traffic manager of Fruit Dispatch Co., subsidiary of United Fruit Co.

Shippers' Conference of Greater New York, at its March meeting, held in the assembly room of The Commerce and Industry Assn. of New York, Inc., March 14, elected the following officers: **Kenneth S. Carberry**, secretary, Newark (N.J.) Chamber of Commerce, chairman; **J. W. Jacobsen**, assistant general traffic manager, Socony-Vacuum Oil Co., Inc., first vice-chairman; **P. A. Thompson**, assistant general traffic manager, Devoe & Reynolds Co., Inc., second vice-chairman; **R. A. Cooke**, manager, traffic department, The American Newspaper Publishers Assn., secretary-treasurer; and to the board of governors **V. K. Raymond**, general traffic manager, The National Sugar Refining Co., and **George E. Mace**, manager of the Association's Transportation Bureau.

David Steiner has been appointed traffic manager, Gair's Cartons Div., Robert Gair Co., Inc., Piermont, N. Y.; succeeding **Charles H. Bogart**, deceased.

Materials Handling

American Material Handling Society is considering the establishment of an "honors and awards" section to recognize members who render outstanding service to the organization. Plans are still in the formative stage.

Industrial Truck Association is the new name of the Electric Industrial Truck Assn., now that the latter has admitted to membership manufacturers of gas-powered industrial trucks and tractors. Change became effective March 12. The new organi-

zation will operate from the former EITA's offices in Philadelphia. Reason for change in organization: to provide common source of time-, cost-, and labor-saving information.

Officers of the new group are those elected last December at the EITA annual meeting. They will serve during the rest of this year: **C. B. Cooke**, Elwell-Parker Electric Co., Cleveland, president; **Elmer F. Twyman**, Yale & Towne Manufacturing Co., Philadelphia, vice-president; **W. C. Van Brndt**, Philadelphia, secretary-treasurer and managing director. Members of the executive committee are: **Mr. Cooke** and **Mr. Twyman**, with **M. W. Heinritz**, Gould-National Batteries, Inc., Trenton; **J. A. Baldinger**, Yale & Towne, Philadelphia; **G. J. Berry**, Electric Products Co., Cleveland.

Material Handling Society of New Jersey at its last meeting elected the following officers: **William E. Burbank**, president; **S. W. Darling**, vice-president; and **A. J. Van Benschoten**, secretary-treasurer.

Towmotor Corp., Cleveland, has made known the following: **C. E. Smith** has been elected president, succeeding **Lester Sears**, now chairman of the board.

Traffic and Transportation

Chicago Transportation Club, at its annual business meeting, Hotel LaSalle, March 6, elected the following officers: **August C. Gomer**, Atlas Brewing Co., president; **Robert E. Shylin**, Central Motor Lines, vice-president; **Vance K. Timberlake**, Foster Freight Lines, secretary; **Hugh S. Boylan**, American Air Lines, treasurer; **Albert E. Parker**, Glidden Co., assistant secretary; and **Robert B. Schmidt**, Burlington Railroad, assistant treasurer. Directors elected for a two-year term include: **Arnold J. Larson**, Masonite Corp.; **Sidney Emberg**, Grand Trunk-Canadian National Railways; **Robert E. Hartke**, International Forwarding Co.; **John E. Opatts**, American Excelsior Co.; and **William P. McLaughlin**, Mid-States Freight Lines. **L. B. Freeman** served as chairman of the nominating committee.

Delta Nu Alpha Transportation Fraternity, Inc., Chicago Chapter, at its monthly dinner meeting, Palmer House, on March 15, announced the following: **F. A. Johnson**, William Wrigley, Jr. Co., has been appointed vice-president, succeeding **Marion A. Pool**, who has accepted the position of

assistant to executive vice-president, Johnson Motor Lines, Charlotte, N. C.; and **E. A. Nowacki**, Pure Oil Co., is financial secretary. The chapter board of directors has appointed **James E. Pculan**, Acme Steel Co., a director for the 1951-52 term.

Delta Nu Alpha Transportation Fraternity, Lehigh Valley Chapter, Allentown, Pa., has elected the following officers: **John F. Leach**, president; **Paul Kemmerer**, first vice-president; **Russell Fels**, second vice-president; **Scul Burten**, secretary; **Charles Diefenderfer**, treasurer; and **Paul Gilligan** for a three-year term as director.

Delta Nu Alpha Transportation Fraternity, Trenton Chapter, announced the election of the following officers: **C. W. Rucavage**, president; **E. H. Dougherty**, first vice-president; **J. D. Hood, Jr.**, second vice-president; **E. J. Esposito**, secretary; and **J. J. D'Arcy**, treasurer.

Eastern North Carolina Traffic Club at its annual winter meeting, Goldsboro, N. C., Feb. 24, elected the following officers: **Marion M. Fuller**, district freight agent, Clinchfield Railroad, Raleigh, N. C., president; **L. B. Shuping**, traffic manager, Superior Stone & Gravel Co., Raleigh, first vice-president; **W. H. Higgenbotham**, division freight agent, Seaboard Air Line Railroad, Raleigh, second vice-president; **L. R. Biven**, assistant freight traffic manager, Atlantic Coast Line Railroad, Wilmington, N. C., third vice-president; and **Arthur L. Poole**, commercial agent, Southern Railway, Raleigh, secretary-treasurer. Elected as directors were: **J. C. Pate**, Atlantic Coast Line, Goldsboro; **J. W. Butler**, Chamber of Commerce, Goldsboro; **J. E. Jerritt**, Atlantic & East Carolina Railway, New Bern, N. C.; **R. P. Williams**, Chesapeake & Ohio Railway, Wilmington, N. C.; **W. W. Woodley, Jr.**, Durham Bank & Trust Co., Durham, N. C.; **M. H. Schell**, Southern Railway, Raleigh; **John C. Ostrom**, Cape Fear Railroad, Fort Bragg, N. C.; **P. W. Glenn**, Norfolk & Western Railway, Durham; **R. W. Timm**, Laurinburg & Southern Railroad, Laurinburg, N. C.; **Harry Bowers**, Baltimore & Ohio Railroad, Charlotte, N. C.; **K. C. Davis**, Nashville, Chattanooga & St. Louis Railway, Goldsboro; **Walter J. Riley**, John Morrell Co., Wilmington; and **C. H. Pruden**, Carolina Southern Railway, Windsor, N. C.

Erie Traffic Club at a recent meeting elected the following officers: **Merle E. Colby**, traffic representative, Associated

Transport, Inc., New York, president; K. L. Stillwell, traffic manager, Union Iron Works, vice-president; W. F. Miesel, co-owner, Erie Packaging Co., treasurer; and Arthur Tesnow, traffic manager, Manufacturers Assn., secretary. The directors are as follows: Walter Adams, traffic manager, Erie Forge & Steel; and Paul DeSanti, freight representative, Erie-Pittsburgh Motor Express.

Metropolitan Traffic Association of New York, Inc., elected the following to membership: Marc W. Blum, Baltimore Transfer Co., Jersey City; Edwin R. Blake, Georgia R.R.-A & WP-WRR of A., New York; John J. DiFabio, Shamut Transportation Co., Inc., New York; and Carl G. Mazochi, Stein Hall & Co., New York.

Miami Valley Traffic Club, at a meeting on March 1, elected the following officers: Edgar Simon, traveling freight agent, president; J. J. O'Connell, traffic manager, Delco Products Div., General Motors Corp., first vice-president; G. W. Henry, president, Trojan Freight Lines, Inc., Dayton, second vice-president; G. C. Stoecklein, chief clerk to superintendent, Baltimore & Ohio Railroad, Dayton, secretary; and R. E. Martindale, commercial agent, Mohawk Motor, Inc., Dayton, treasurer. The directors named are: K. W. Chriswell, superintendent of station, CCC Highway, Inc.; P. B. Jones, district freight agent, Baltimore & Ohio Railroad; Paul Mazza, manager, National Carloading Co.; W. Kastner, assistant traffic manager, Davies-Young Soap Co.; Chris Keller, traffic manager, Kramer Brothers Foundry Co.; and J. C. Williams, traffic manager, Sunshine Biscuits, Inc.

National Carloading Corp., one of the nation's largest freight forwarders, has organized "Task Force National," a troubleshooting, expediting program to help shippers. The program operates internally among company personnel and externally among shippers. Its basic idea is to discover specific shipping problems and emergencies, set up procedures and train workers to meet them. The program will also advise shippers how to overcome industry-wide or geographic shipping problems.

New England Shippers Advisory Board, at its 50th regular meeting, Hotel Statler, Boston, March 15-16, elected the following officers: W. H. Day, manager, Transportation Bureau, Boston Chamber of Commerce, general chairman; F. J. Gill, traffic manager, Oxford Paper Co., Portland, Maine, general secretary; The vice general chairmen are: A. H. Erlandson, traffic manager, Goodall-Sanford, Inc., Sanford, Maine; L. F. Van Kleeck, traffic manager, Brown Co. Berlin, N. H.; A. B. Moore, vice-president, Cary Maple Sugar Co., St. Johnsbury, Vt.; E. C. Ness, Jr., traffic manager, Stone & Webster Engineering Corp., Boston; A. E. Ferguson, manager, Transportation Division, Providence Chamber of Commerce; E. H. Tuthill, traffic manager, Manufacturers Assn. of Conn., Hartford; and W. E. Malone, traffic manager, Lever Bros., New York. The executive committee consists of: M. J. Mannin; S. T. Sturtevant; T. J. Townsend; R. G. Smith; J. E. Bresette; S. B. Williams; E. B. Jones; A. P. Little; E. N. Mayer; C. D. Smith; D. J. Casey; Paul Weaver; H. J. Rogers; A. D. Spang; J. M. Stuart; and R. W. Burke.

San Francisco Traffic Club, at its annual

dinner dance, San Mateo, Calif., Feb. 21, installed the following officers: Paul C. Weeks, Superior Fast Freight, president; Allan Standbridge, Hazel-Atlas Glass Co., vice-president; David V. Bell, Zellerbach Paper Co., secretary; Victor Weiss, California Public Utilities Commission, treasurer; and Harry W. Timmerman, Zellerbach Paper Co., chairman of the board of directors.

Traffic Club of Baltimore has elected the following officers for 1951: Stuart M. Whisner, manager, Baltimore-Washington Division, Chicago Express, president; Alfred Young, general manager, Belt's Wharf Warehouses, Inc., vice-president; James E. Good, traffic manager, Rowley Transportation, Inc., secretary; and B. A. J. Howard, city ticket agent, Pennsylvania Railroad, treasurer.

Traffic Club of Chicago, at its annual election March 29, elected the following officers: Arthur B. Murphey, general freight agent, Rock Island Railway, president; Walter N. Saaby, director of traffic, Victor Chemical Works, secretary; Otis A. Green, western freight traffic manager, United States Lines Co., treasurer; Clayton F. Devine, traffic director, Silica Sand Traffic Assn. of Illinois, first vice-president; David S. Mackie, freight traffic manager, New York Central System, second vice-president; Evan W. Girton, general traffic manager, Wilson & Co., Inc., third vice-president. The directors named for a two-year term are: Mr. Cowles, traffic manager, Standard Oil Co. (Ind.); William F. Drohan, trustee, Keeshin Freight Lines, Inc.; Gail R. Gordon, general traffic manager, Container Corp. of America; and Carl H. Groninger, general freight agent, Baltimore & Ohio Railroad.

Transportation Club of Decatur, Ill., elected the following officers for 1951: N. K. Anderson, traffic representative, Spencer Kellogg & Sons, Inc., president; R. D. Bolen, agent, Illinois Terminal Railroad Co., first vice-president; Harry Bechtel, Archer Daniels Midland Co., second vice-president; George Lovell, ticket agent, Wabash Railroad, third vice-president; Norval Smith, traffic department, A. E. Staley Mfg. Co., secretary; W. M. Chapman, agent, Railway Express Agency, assistant secretary; and Harry Kline, assistant vice-president, Citizens National Bank, treasurer.

Transportation—Air

Air Materiel Command has developed an overhead monorail system which, installed in U. S. Air Force cargo planes, permits dropping supplies to ground units at the rate of almost a ton a second. The monorail consists of an I-shaped section rail and rollers previously tested in the Boeing C-97; experiments with it were also conducted in Fairchild's C-82 "Flying Boxcar." Rail runs length of plane's fuselage inside. From it 500-pound bundles of supplies are suspended on trollies. At the push of a "salvo" button, cargo doors open, trollies are driven forward by electric motor, and release their loads when they contact drop point above cargo doors. System is adaptable to other cargo plane types.

Lockheed Aircraft Corp., Burbank, Calif., announced the following appointments: L. J. Rowley, manager of traffic and transportation; R. H. Cooke, traffic

manager; H. A. Marriott, transportation manager; G. A. Craig, eastern traffic representative, with offices in New York; and E. W. Dunn, traffic supervisor, Marietta, Ga.

V. John Zabanon has been appointed head of the new foreign air freight traffic department, Flying Tiger Line, Burbank, Calif.

—Government

Fred P. Baker, as president of National Truck Leasing System, has been named to represent that Association group on an industry advisory committee of the Office of Price Stabilization, recently appointed by the government agency. Mr. Baker is also president of Baker Truck Rental, Inc., Denver. The Committee will study vehicle rentals to determine if a separate price control regulation should be issued covering the rental and long term lease of trucks and passenger cars.

Defense Transport Administration announced the following appointments: Harold K. Osgood, director of the Warehousing & Storage Division (he had been acting director); G. H. Minchin, director of the Railroad Division; and A. L. Christiansen, consultant in matters pertaining to railway operations. C. Marvin Dorsey, recently appointed consultant and operation specialist on contract carrier and truck leasing matters to the Street and Highway Division, was reassigned to the directorship of its Property Operations Branch; George A. Meyer, Arlington, Va., has been appointed chief, Field Operations Branch, Street and Highway Transportation Division; and Albert B. Rosenbaum, is consultant on highway transportation.

Interstate Commerce Commission announced the following appointments: C. W. Taylor, manager, refrigerator car section of Association of American Railroads, as director of the Bureau of Service. He succeeds Homer C. King, now serving as deputy administrator, Defense Transport Administration. William F. Betts, to newly created position of assistant to chairman-statistics of Car Service Division; and D. W. Benton assistant to chairman-refrigerator cars.

E. J. Lucas has been appointed chief, trailer section, automotive branch, transportation equipment division, National Production Authority. Mr. Lucas is a director of the Truck-Trailer Manufacturers Assn., Inc.

Kenneth L. Vore has been appointed director of the Military Traffic Service in the office of the Secretary of Defense. Mr. Vore succeeds E. G. Plowman, vice-president in charge of traffic, U. S. Steel Corp., who will continue to act as consultant to the Defense Department in military traffic matters.

—Highway

Branch Motor Express Co. has been awarded a bronze plaque by Liberty Mutual Insurance Companies for "outstanding achievement in cargo loss prevention during 1950." Branch had a cargo claim ratio of .18 percent, a reduction of 25 percent from 1949's ratio figure. Company officials attributed the achievement to a five-fold program of proper administration, proper maintenance, specific cargo protec-

tion, interoffice contact, and advance investigation.

Local Cartage National Conference of the ATA reports that hearings in its case against the Middlewest Motor Freight Tariff Bureau on multiple split-distribution tariffs will be heard beginning May 3.

Local Cartage National Conference, at its annual meeting, elected the following officers: *Hugh E. Sheridan*, president, *Sheridan & Duncan*, New York, as president. The vice-presidents are: *William E. Patterson*, president, *William Patterson & Son*, Buffalo; *Cedric Denny*, president, *Banner Transfer Co.*, Louisville; *J. P. Freeman*, vice-president, *Row Transfer & Storage Co.*, Knoxville; *Joseph P. Seiler*, president, *U. S. Trucking Corp.*, New York; and *E. Breen*, *Breens Delivery Service*, Grand Rapids. *William E. Colwill*, president, *Detroit Terminal & Cartage Co.*, Detroit, is secretary; and *Oliver Gutman*, president, *Ben Gutman Truck Service*, St. Louis, is treasurer. The following were named as members of the board of directors: *William E. Humphreys*, president, *Jacobs Transfer Co.*, Washington, D. C., is chairman of the board; *A. F. Alsheimer*; *C. E. Bradley*; *A. B. Compher*; *E. J. Costich*; *F. E. Ellis, Jr.*; *C. W. Finkle, Jr.*; *W. R. German*; *C. B. Gottry*; *A. E. Groh*; *F. K. Haslund, Jr.*; *C. Holm*; *E. A. Krohn*; *J. P. Lambert*; *F. X. McDermott*; *Paul Maloney, Jr.*; *Arthur Metz*; *F. A. Ronowski*; *E. C. Schock*; *W. J. Wetzel*; *M. C. White*; and *R. Wilhelm, Jr.* The officers and directors together with the chairman of the board comprise the board of directors.

Alexander Markowitz has been appointed general traffic manager, *Helm's New York Pittsburgh Motor Express, Inc.*, Pittsburgh.

New Jersey Motor Truck Assn., at its annual meeting, Essex House, Newark, N. J., elected the following officers: *R. A. Gratale*, secretary-treasurer, *Gratale Brothers, Inc.*, Hoboken, president; *Fred C. Hermann*, *Hermann Forwarding Co.*, New Brunswick, secretary. Re-elected as vice-presidents were: *Herbert R. Ritter*, *H. R. Ritter Trucking Co., Inc.*, Paramus; *Griswold B. Holman*, *George B. Holman & Co.*, Rutherford; and *William H. McCormick*, *McCormick's & Son*, Allendale, was re-elected treasurer.

North American Van Lines, Inc., at its annual meeting of stockholders, Fort Wayne, Ind., elected the following officers: *James D. Edgett*, president; *Clarence E. Williams*, Mansfield, Ohio, executive vice-president; *George H. Louderback*, Philadelphia, treasurer; and *E. A. Parrish*, Baltimore, secretary. The regional vice-presidents are: *O. J. Laver*, San Antonio; *J. T. Flanagan*, Atlanta; *James A. Nevil*, San Francisco; and *Earl J. Burns*, Denver. The executive committee members named include: *Mr. Williams*, chairman; *Mr. Edgett*, ex-officio member; *Mr. Louderback*; *Clyde A. Jewett*, Janesville, Wis.; *Russell Knott*, Berwyn, Ill.; and *Paul Clarke*, who also was named general counsel.

—Rail

Baltimore & Ohio Railroad Co. announced the following appointments: *Elmer A. Schofield*, freight traffic manager, Cincinnati; *Carl H. Groninger*, assistant freight traffic manager, Chicago;

and *C. P. Ruff*, commercial agent, Baltimore.

Canadian National Railways announced the following promotions: *Henry W. Craig*, assistant to vice-president in charge of traffic; *Hector L. LaPointe*, assistant to assistant vice-president, freight traffic, Canadian Lines; *Charles R. Murray*, freight traffic manager, rate division, Canadian Lines; *Herbert B. Parr*, assistant freight traffic manager, rates; *George M. Douglas*, general freight agent; *Robert Pirrie* and *Walter A. Bell*, assistant general freight agents, Canadian Lines.

Chicago & Eastern Illinois Railroad announced the following personnel changes: *David F. Woods*, acting freight traffic manager, Chicago; *C. A. Ernst*, assistant freight traffic manager, Detroit; *Louis E. Kilmer*, general agent, Detroit; *William C. Cottingham*, general agent, Los Angeles; *J. P. New*, general agent, Milwaukee; *W. L. Burke*, general freight agent, Chicago; *H. C. Feth*, general coal traffic manager, Chicago; and *John P. Quinn*, general agent, Philadelphia.

Chicago, Milwaukee, St. Paul & Pacific Railroad Co. announced the following appointments: *George E. Benz*, general northwestern freight agent; *Harry E. Erickson*, general agent, Minneapolis; *Raymond T. Dempsey*, general agent, Cincinnati.

Union Pacific Railroad's latest step in a campaign to eliminate freight loss and damage is 4-page employee bi-monthly publication entitled *News and Views*. It will include both articles and illustrations, and deal principally with loss and damage prevention, citing circumstances resulting in expense losses and outlining preventive measures.

O. J. Wullstein, general freight claim agent for the Union Pacific Railroad, was recently appointed to the newly-created post of general claims agent. His headquarters will continue to be in Omaha.

—Water

Barge Line Corp., Pittsburgh, elected the following new officers: *Alfred S. Osbourne*, president; *Alexander W. Dann*, chairman, board of directors; *Lowell L. French*, executive vice-president; *Lawrence M. Baker*, secretary; *William E. Clark*, director and a member of the executive committee; and *Clifford A. Hill*, director.

Harry G. Brockel is celebrating his 25th year as a member of the Milwaukee Board of Harbor Commissioners. Mr. Brockel served as secretary of the Commission in 1936. Six years later he was made municipal port director. Mr. Brockel is a leading figure in promoting the St. Lawrence Seaway project.

National Shipping Authority has been established in the Department of Commerce. The new body will be set up under the Maritime Administration, and will be headed by a director responsible to the Maritime Administrator. The NSA will direct the use of the American merchant marine to meet demands of mobilization and foreign policy. It will purchase, charter, requisition, use, and allocate ocean-going vessels as required. It will also coordinate the shipping activities of the U. S. Government with those of other governments.

North Atlantic Ports Conference, at its annual meeting, held in the Association's assembly room, elected the following officers for the coming year: *George E. Mace*, manager, Transportation Bureau, Commerce and Industry Assn. of New York, Inc., chairman; *Samuel H. Williams*, Chamber of Commerce of Philadelphia, vice-chairman; *Edward K. Laux*, Port of New York Authority, secretary; *Thomas F. Durkin*, Rhode Island Port and Industrial Development Commission, treasurer; *Harold E. Kimball*, Maine Port Authority, and *George E. Snell*, Norfolk Port Authority, were elected new members of the executive committee.

Warehousing

Merchandise Storage Industry Advisory Committee is discussing with Office of Price Stabilization a proposed regulation to provide means of processing applications for adjustments under the General Ceiling Price Regulation. The regulation under which the industry is now operating makes no provision for "hardship cases," and, as with the cold storage industry, many merchandise men are negotiating new labor contracts which may mean wage increases which present profit margins could not absorb.

The following comprise the committee: *Paul V. Amon*, *Atlas Terminal Stores, Inc.*, Boston; *J. Leo Cooke*, *J. Leo Cooke Warehouse Corp.*, Jersey City; *Clem D. Johnston*, *Roanoke, Va.*; *F. E. Stevens, Jr.*, *Atlanta Service Warehouse*, Atlanta; *E. B. Fontaine*, *Commercial Terminal Warehouse Co.*, New Orleans; *J. Lee Kirby*, *Kirby Transfer & Storage Co.*, Pittsburgh; *R. C. Greeley*, *Greeley General Warehouse Co.*, Cleveland; *J. D. Beeler*, *Mead Johnson Terminal Corp.*, Evansville, Ind.; *W. M. Huggett*, *North Pier Terminal*, Chicago; *Wilfred F. Long*, *S. N. Long Warehouse Co.*, St. Louis; *Gus K. Werthered*, *Dallas Transfer & Terminal Warehouse Co.*, Dallas; *Irvine S. Culver*, *Gibraltar Warehouses*, San Francisco; and *O. A. Gottschalk*, *Lehigh Warehouse & Transportation Co.*, Newark, N. J.

Office of Price Stabilization has appointed the following to serve on a Cold Storage Industry Advisory Subcommittee which will supply OPS with cost-profit data on cold storage operations with a view toward having the agency write a special price regulation for cold storage: *J. O. Adams*, *The Manhattan Refrigerating Co.*, New York; *Herbert Farnsworth*, *Quincy Market Cold Storage & Warehouse*, Boston; *Jerry P. Johnson*, *Northwest Ice & Cold Storage Co.*, Washington; and *John M. Baer*, *Baer Bros. Refrigerated Warehouse*, Hagerstown, Md.

Other members of the Cold Storage Industry Advisory Committee are: *Vcllee O. Appel*, *Fulton Market Cold Storage Co.*, Chicago; *L. M. Ashenbrenner*, *Great Lakes Terminal Warehouse Co.*, Toledo; *E. M. Dodds*, *U. S. Cold Storage Corp.*, Kansas City, Mo.; *Herbert A. Gross*, *Booth Cold Storage Co.*, St. Louis; *W. F. Henningsen, Sr.*, *Northwest Ice & Cold Storage Co.*, Portland, Ore.; *T. E. McCrary*, *Memphis Cold Storage Warehouse Co.*, Memphis; *C. M. Smith*, *Merchants Ice & Cold Storage Co.*, San Antonio; *E. F. Swanberg*, *Diamond Ice & Storage Co.*, Seattle; *Frank S. Degan*, *Haslett Warehouse Co.*, San Francisco; *Richard Doncaster*, *Holley Cold Storage Fruit & Produce Co.*, Holley, N. Y.; and *B. A. J. Mosey*, *Richmond Cold Storage Co.*, Richmond.

WITHIN THE LAW



BY LEO T. PARKER, Legal Consultant

WAREHOUSING

A highly important point of law is that if a company, whether a warehouseman or carrier, negligently damages goods being transported by another company, the former company is solely liable to the owner of the goods.

In *Texas Storage Co. v. Baker*, 146 S. W. (2d) 212, one Baker filed suit against the Texas Storage Co. asking for judgment for \$1,500. Baker alleged that he had delivered certain household goods to the Texas Storage Co. for transportation from Houston to Baton Rouge, and that the company had failed to deliver the goods safely. Counsel for the storage company introduced testimony proving that while transporting the goods, its moving van was negligently struck by a truck owned and operated by Rose Truck Lines.

The higher court held Rose Truck Lines solely liable to Baker for the value of the damaged furniture and also held Rose liable to the Texas Storage Co. for \$400 damage to its truck. The court said:

"The damages suffered by Baker and the damages suffered by Texas Storage Co. all resulted from the same collision, and the same acts of negligence committed by Rose Truck Lines. It was therefore in the sound discretion of the court, in order to avoid a multiplicity of suits, to hear and determine all claims for damages in one suit."

According to a recent higher court, a warehouseman is liable for "conversion" if he delivers merchandise to the "wrong" consignee.

In *Wheelock v. Bankers Warehouse*, 171 Pac. (2d) 405, a warehouseman delivered stored merchandise to the wrong consignee without authority of the carrier or shipper. The higher court held the warehouseman liable to the carrier, which in turn was held liable to the shipper for the value of the merchandise.

For comparison, see *Branch v. Bekins Van & Storage Co.*, 290 P. 146, 148. Here, a warehouseman's employee received from a storer a signed memorandum directing the warehouseman to "mail warehouse or shipping receipt" to a given address.

The warehouseman failed to issue a warehouse receipt and stored the goods in the name of a person other than the one who had placed the goods in storage. Later, the goods were attached on a claim against the person whose name was on the warehouseman's books. In subsequent litigation, the court held the warehouse-

man liable to the real and legal owner of the goods.

Recently, a higher court held that a storage company which acts as agent for another company may be liable for conversion if the latter company damages the goods. This court also held that a warehouseman is not responsible for a relatively small error in estimating costs for his services, but that such errors cannot be unreasonably large.

For illustration, in *Weinberg v. Dayton Storage Co., Inc.*, 124 Pac. (2d) 155, testimony disclosed that an owner of household goods made arrangements with the Dayton Storage Co. in New York to store his goods and to transport them to California if the owner desired them there. An "estimator" employed by Dayton informed the owner that the goods would weigh 3,000 pounds "at the most," when packed in a van.

Based on this representation, the owner signed a contract with the company for the transportation of the goods to California for \$6.50 per 100 lbs. if and when he desired the shipment made. The agreement provided that "this estimate is approximate only on goods listed above and is not to be considered a definite figure."

The owner later decided to have the goods shipped. According to the testimony, he was instructed to go to a specified storage company in California for delivery of the goods. When the goods arrived in California, the latter company presented a bill to the owner based upon a shipping weight of 7,900 pounds. The California company refused to deliver the goods until the freight was paid. It was later discovered that the actual weight of the goods was 4,415 pounds.

The owner sued the California company for conversion and demanded \$5,000 as value of the goods. The lower court decided that the owner was entitled to \$1,750 as damages for the conversion of the property and \$750 for the loss of use of the property.

The storage company appealed to the higher court, which affirmed the conversion verdict but granted a new trial to determine the amount due the owner. This court said:

"The law is settled that an agent is guilty of conversion, although acting in good faith and in exact accord with the instructions of his principal, if the latter is guilty of a conversion."

In other words, the California company was held liable for the mis-

judgment and errors of the Dayton Storage Co., since it acted as the latter's agent.

Things You Can't Do

YOU CAN'T avoid full liability for damage to merchandise you transport.

For example, in *Walker Electrical Co. v. Sullivan*, 52 S. E. (2d) 477, Ga., it was shown that a warehouseman was hired to transport an expensive machine for the Walker Electrical Co. The warehouseman's employees dropped the machine, resulting in the subsequent burning out of its bearings. There was evidence that it would take 75 hours at \$3.50 per hour to repair the bearings, and that the machine had depreciated in value \$1,000. Notwithstanding this testimony, the jury held the warehouseman liable to the Walker Electrical Co. for only \$32. The higher court promptly reversed the verdict, saying:

"Recovery on the part of the bailor [Walker Electrical Co.] for more than \$32, which was admitted by the defendants [warehouseman], depended solely on the question of whether or not the jury believed from the facts and circumstances of the case that the dropping of the machine was the cause of the bearings burning out."

In other words, the higher court held that the warehouseman was liable for full damage to the machine, notwithstanding the jury's award of \$32 damages.

YOU CAN'T avoid liability for injuries caused by negligence of an employee whom you borrowed from another person or company.

In *Delcher Bros. Storage Co. v. Reynolds & Manley Co.*, 55 S. E. (2d) 864, Ga., it came out that the Reynolds and Manley Co. loaned its truck and driver to pull in a disabled truck owned by one Richards. Testimony showed that the driver of the Reynolds and Manley truck was under the influence of liquor and that he got into a collision with a moving van owned by the Delcher Bros. Storage Co. The latter sued the Reynolds and Manley Co. for damages.

The higher court refused to hold the latter liable because it had loaned its trucks and driver to Richards. The court said:

"When one person lends his servant to another for a particular employment the servant must be dealt with as the servant of the man to whom he is lent [or hired], although he remains the general servant of the person who lent him."

TRANSPORTATION

A reader recently wrote: "Can we purchase material as 'scrap', ship it under low freight rates as 'scrap', and still make use of it in our regular business? Due to present abnormal conditions it is to our great advantage to ship this material as 'scrap'."

According to a recent higher court, the burden is on the carrier to prove that a shipment carries a different freight rate than that claimed and paid by a shipper. Hence, a shipper who pays freight on "scrap" material is entitled to the low rate which "scrap" material carries unless the carrier proves that the material is not legally "scrap."

For illustration, in *Galamba Corp. v. Union Pacific R. Co.*, 145 Pac. (2d) 808, it was shown that the freight rates on steel plates are considerably higher than on scrap iron. A shipper consigned four carloads of used tank-bottom plates. They were "thrown loosely in an open car" without blocking for damage, and were billed as "scrap iron." The metal was sold by the shipper to a "junk dealer." Three of the carloads were subsequently sold to a company manufacturing road machinery. This company used the material in the manufacture of substandard road culverts.

The carrier learned that part of the material had been sold for manufacture of salable products and sued to recover the difference between the freight rates on "scrap" and the higher freight rate on steel plates. The higher court refused to hold in favor of the carrier, saying:

"The question is whether the fact that a part of the material was resold to a manufacturer who used some of it in the manufacture of substandard road culverts, and resold the balance as scrap, changes the character of the material from that which identified it at the time and place of its shipment. It is made plain that the nature and character of each shipment at the time tendered determines its status for rate purposes, and the use which may be subsequently made of the materials does not control the question whether the shipment has a recognized commercial value save for remelting purposes."

For comparison, see *Klotz Bros. v. Chesapeake & Ohio*, 177 I. C. C. 557. Here, the court held that old boiler flues and tubes which were damaged and unfit for further use in the manufacture or repair of boilers, but which "after being cleaned, trimmed and otherwise reconditioned," could be utilized without remelting as pipe, fence posts, or other purposes, had a recognized commercial value other than that of the elementary metal from which they were manufactured, and were therefore not scrap iron. Hence, this court held that the old boiler flues and tubes carried a higher freight rate. The ruling was based on the fact that all of the flues and tubes were usable for commercial and industrial purposes.

Higher courts have laid down well-settled legal rules which enable common carriers to limit their liability for lost or destroyed goods.

All higher courts agree that shippers are bound by schedules formulated by an authorized commission.

Also, a clause in a bill of lading is valid which limits the amount a common carrier must pay for lost or damaged merchandise, provided the shipper or purchaser is given an opportunity to pay a relatively higher rate and get protection for full value of the shipment. The attention of the consignor or consignee must be directed to the "limitation" clause in the bill of lading; otherwise the shipper may testify that he did not read the limitation clause and thus escape its legal effect.

See *Sooner Freight Lines v. Lester*, 185 Pac. (2d) 469. Here, the higher court refused to limit the carrier's liability for damage to goods transported intrastate. Testimony showed that the shipper had not read the bill of lading limiting the carrier's liability in consideration of a lower freight rate.

On the other hand, a common carrier may always limit its liability for loss or damage to goods transported interstate, if it filed the limitation clause with the Interstate Commerce Commission.

For example, in *Royalty v. Southeastern*, 62 N. E. (2d) 200, it was shown that a common carrier kept on file in the office of the ICC a copy of its published "Rules and Regulations Tariff," which contained the rule that goods not exceeding 150 pounds in weight should be valued not in excess of \$25. The rule also stated: "Unless a greater sum be declared by the shipper and excess valuation charges be paid therefor according to tariff regulations, the value . . . is agreed not to exceed \$25 in value."

A shipper failed to declare the value of shipped merchandise to be in excess of \$25. The shipment was lost by the carrier, and the shipper sued for the actual value.

The higher court held the carrier liable for only \$25, saying that since the carrier's rules were on file in the office of the ICC it was the legal duty of the shipper to inspect these rules and know that the limitation clause was on file.

Modern higher courts consistently hold that if a shipment is accepted, the consignee becomes liable for payment of freight charges whether or not the payment is demanded at the time of the delivery. This is so notwithstanding the fact that the carrier delayed in informing the consignee that the freight charges had not been paid.

For example, in *Southern Ry. Co. v. Mayer Myers Paper Co.*, 232 S. W. (2d) 20, Tenn., it was shown that the Mayer Myers Paper Co. had contracted with the Kline Paper Stock Co. of Mechanicsville, New York, for the purchase of a car of paper for a stipulated price. In the contract the Kline Paper Co. agreed to pay the freight charges. It failed to prepay them, however.

The carrier did not demand payment of the freight when it delivered the paper to the Mayer Myers Paper Co. Moreover, it did not inform the company that the freight had not been paid.

Had the Mayer Myers Paper Co. been informed that the freight had not been paid, it would either have refused delivery or paid the charges and deducted the payment from the

purchase price in remitting to Kline Paper Co. When the consignee learned 13 months later that the freight charges had not been paid, it refused payment. The carrier sued the Mayer Myers Co. In holding the latter liable, the higher court said:

"Delivery without a precedent demand for payment of these charges was not, in any event, an implied representation that the charges had been paid, since the paper company was on the approved credit list of this carrier. However, the paper company accepted delivery under the belief that these charges had been paid . . . Under the federal statute the railway company's inadvertent failure to inform the consignee that freight charges had not been paid by the consignor pursuant to contract with consignee, did not estop the carrier from collecting such charges."

Things You Can Do

YOU CAN transport interstate merchandise without registering your truck in any state. Considerable discussion has arisen from time to time over this question: What is the legal difference between an interstate and intrastate shipment of merchandise?

Modern higher courts consistently hold that whether transportation is interstate or intrastate is determined by its essential character from consideration of all pertinent circumstances. One of the most important tests is the intention of the parties in respect thereto and the manner of carrying out such intention.

For illustration, in *State v. Western Transp. Co.*, 43 N. W. (2d) 739, Iowa, it was shown that an officer of the state motor vehicle department filed an information accusing the Western Transportation Co. of violating the law by operating a motor vehicle within the state for the intrastate transportation of property without registering such vehicle and paying the required fee. The lower court found the company guilty and imposed a fine and costs.

The company appealed to the higher court and proved these facts: A truck driver employed by the company drove one of its tractors, registered in Illinois, to the DuPont plant in Clinton, Iowa, and transported a loaded semi-trailer, also registered in Illinois, to the company's dock in Iowa. The shipment was consigned to a consignee in Illinois. At the dock in Iowa, the tractor was disengaged, and another tractor belonging to the company transported the semi-trailer to the consignee in Chicago. The Iowa State officials and the lower court fined the company for transporting the goods from the DuPont plant in Clinton, to its dock, also in Clinton. They said this was intrastate transportation.

The higher court reversed the lower court's decision, holding that the shipment was interstate, saying:

"Whether transportation is interstate or intrastate is determined by its essential character from a consideration of all pertinent circumstances. It must appear that goods have entered upon transportation to another state or have been delivered to a carrier for that purpose."

(Continued on page 88)

D Aid to Buyers

PRODUCTS and SERVICES OF ADVERTISERS IN THIS ISSUE

(To locate advertisements see index on page 90)

ATTACHMENTS, FORK TRUCK

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Buda Company, The, Harvey, Ill.
Clark Industrial Truck Div., Clark Equipment Co., Battle Creek, Mich.
Mercury Mfg. Co., The, Chicago, Ill.
Silent Hoist & Crane Co., Brooklyn, N. Y.
Yale & Towne Mfg. Co., Philadelphia, Pa.

AXLES, HIGHWAY EQUIPMENT (Non-Drive)

Eaton Mfg. Co., Cleveland, Ohio

AXLES, TRUCK (Drive)

Eaton Mfg. Co., Cleveland, Ohio

BATTERIES, IGNITION

Gould-National Batteries, Inc., Trenton, N. J.

BATTERIES, MOTIVE POWER

Gould-National Batteries, Inc., Trenton, N. J.

BODIES, FREIGHT

Fruehauf Trailer Co., Detroit, Mich.
Gensenslager Co., Wooster, Ohio

BODIES, REFRIGERATOR

Fruehauf Trailer Co., Detroit, Mich.
Gensenslager Co., Wooster, Ohio

BODIES, VAN

Fruehauf Trailer Co., Detroit, Mich.
Gensenslager Co., Wooster, Ohio

BURGLAR ALARMS

American District Telegraph Co., New York, N.Y.

CAR PULLERS

Silent Hoist & Crane Co., Brooklyn, N. Y.
Yale & Towne Mfg. Co., Philadelphia, Pa.

CASTER POSITION LOCKS

Darnell Corp., Ltd., Long Beach, Cal.

CASTERS

Darnell Corp., Ltd., Long Beach, Cal.
Fairbanks Co., The, New York, N. Y.
Mercury Mfg. Co., The, Chicago, Ill.

CHARGERS, BATTERY

Automatic Transportation Co., Chicago, Ill.

CONVERTERS, TRAILER

Fruehauf Trailer Co., Detroit, Mich.

CONVEYORS, ACCORDION (Gravity)

Food Machinery & Chemical Corp., Riverside, Cal.

CONVEYORS, LIVE ROLLER

Food Machinery & Chemical Corp., Riverside, Cal.

CONVEYORS, ROLLER

Food Machinery & Chemical Corp., Riverside, Cal.

CONVEYORS, ROLLER SPIRAL

Food Machinery & Chemical Corp., Riverside, Cal.

CONVEYORS, WHEEL

Food Machinery & Chemical Corp., Riverside, Cal.

CRANES, MOBILE

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Silent Hoist & Crane Co., Brooklyn, N. Y.
Yale & Towne Mfg. Co., Philadelphia, Pa.

CRANES, PORTABLE (Jib)

Silent Hoist & Crane Co., Brooklyn, N. Y.

DOLLIES

Fairbanks Co., The, New York, N. Y.
Mercury Mfg. Co., The, Chicago, Ill.

ENDGATES, ELEVATING

Fruehauf Trailer Co., Detroit, Mich.
Hercules Steel Products Corp., Galion, Ohio

ENGINES, INTERNAL COMBUSTION

Buda Company, The, Harvey, Ill.

FIFTH WHEELS

Fruehauf Trailer Co., Detroit, Mich.

FIRE ALARMS

American District Telegraph Co., New York, N.Y.

FORK TRUCKS (Elec.)

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Clark Industrial Truck Div., Clark Equipment Co., Battle Creek, Mich.
Mercury Mfg. Co., The, Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

FORK TRUCKS (Gas)

Buda Company, The, Harvey, Ill.
Clark Industrial Truck Div., Clark Equipment Co., Battle Creek, Mich.
Silent Hoist & Crane Co., Brooklyn, N. Y.
Yale & Towne Mfg. Co., Philadelphia, Pa.

FREIGHT CARRIERS

Branch Motor Express Co., Home Office, New York, N. Y.
Consolidated Freightways, Home Office, Portland, Ore.
Delta Air Lines, Home Office, Atlanta, Ga.
Flying Tiger Line, Inc., The, Home Office, Los Angeles, Cal.
Trans World Airlines, Home Office, Kansas City, Mo.
Union Pacific Railroad, Home Office, Omaha, Nebr.

HEATERS, TRUCK

Eaton Mfg. Co., Cleveland, Ohio

HOISTS, CHAIN

Yale & Towne Mfg. Co., Philadelphia, Pa.

HOISTS, ELECTRIC

Yale & Towne Mfg. Co., Philadelphia, Pa.

HOISTS, ELECTRIC (Trolley)

Yale & Towne Mfg. Co., Philadelphia, Pa.

HOLDUP ALARMS

American District Telegraph Co., New York, N.Y.

JACKS, SKID

Fairbanks Co., The, New York, N. Y.
Yale & Towne Mfg. Co., Philadelphia, Pa.

LONG DISTANCE MOVERS

United Van Lines, Inc., Home Office, St. Louis, Mo.

MACHINES, NAILING

Food Machinery & Chemical Corp., Riverside, Cal.

PADS, FURNITURE

Daniels, Inc., C. R., Baltimore, Md.

PORTS

Delaware River Joint Commission, Camden, N. J.
Port of Los Angeles, Los Angeles, Cal.

PULLERS, RATCHET

Yale & Towne Mfg. Co., Philadelphia, Pa.

RACKS, STORAGE

Yale & Towne Mfg. Co., Philadelphia, Pa.

REFRIGERATION EQUIPMENT (High-way)

Trailmobile Co., The, Cincinnati, Ohio

SCALES, INDUSTRIAL

Yale & Towne Mfg. Co., Philadelphia, Pa.

SKID BOXES

Fairbanks Co., The, New York, N. Y.

SKIDS

Fairbanks Co., The, New York, N. Y.

SMOKE DETECTING SYSTEMS

American District Telegraph Co., New York, N.Y.

SNOW PLOWS

Mercury Mfg. Co., The, Chicago, Ill.

SPRINKLER SUPERVISORY SERVICE

American District Telegraph Co., New York, N.Y.

SWEEPERS, INDUSTRIAL

Mercury Mfg. Co., The, Chicago, Ill.

SWITCHES, CONVEYOR

Food Machinery & Chemical Corp., Riverside, Cal.

(Continued on following page)

TAX FREE WAREHOUSING AND STORAGE IN THE RENO-SPARKS AREA

A
FREEPORT
FOR ALL
GOODS IN
TRANSIT



NOT only can you save plenty on goods stored or assembled at Reno and Sparks, under Nevada's amazing new Free Port Law, but convenient storage in western Nevada has other advantages.

Give serious thought to how much you can save by storing your product in a dry, moderate climate! No fog, damp winds, heavy rainy season, or salt air. Nevada storage can save you money.

Please send me detailed information on tax-free storage of _____ for eventual distribution in _____

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DEPARTMENT OF TRADE AND INDUSTRY
RENO CHAMBER OF COMMERCE
SERVING WASHOE COUNTY, NEVADA

AID TO BUYERS—Continued

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Monarch Rubber Co., Hartsville, Ohio

TRACTORS, HIGHWAY

Dodge Div., Chrysler Corp., Detroit, Mich.
GMC Truck & Coach Div., General Motors Corp., Pontiac, Mich.

TRACTORS, INDUSTRIAL (Elec.)

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Mercury Mfg. Co., The, Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRACTORS, INDUSTRIAL (Gas)

Buda Company, The, Harvey, Ill.
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Mercury Mfg. Co., The, Chicago, Ill.

TRACTORS, INDUSTRIAL (Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Lift Trucks, Inc., Cincinnati, Ohio
Yale & Towne Mfg. Co., Philadelphia, Pa.

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Fairbanks Co., The, New York, N. Y.
Mercury Mfg. Co., The, Chicago, Ill.
Silent Hoist & Crane Co., Brooklyn, N. Y.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRAILERS, LOW-BED

Fruehauf Trailer Co., Detroit, Mich.

TRAILERS, TRUCK

Fruehauf Trailer Co., Detroit, Mich.
Trailmobile Co., The, Cincinnati, Ohio

TROLLEYS, MONORAIL

Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, APPLIANCE

Fairbanks Co., The, New York, N. Y.
Stevens Appliance Truck Co., Augusta, Ga.

TRUCKS, BOX (Hand)

Fairbanks Co., The, New York, N. Y.
Mercury Mfg. Co., The, Chicago, Ill.

TRUCKS, ELEVATING PLATFORM (Elec.)

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Mercury Mfg. Co., The, Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, ELEVATING PLATFORM (Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Lift Trucks, Inc., Cincinnati, Ohio
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, HAND (Three-Wheel)

Stevens Appliance Truck Co., Augusta, Ga.

TRUCKS, HAND (Two-Wheel)

Fairbanks Co., The, New York, N. Y.

TRUCKS, HIGHWAY

Dodge Div., Chrysler Corp., Detroit, Mich.
GMC Truck & Coach Div., General Motors Corp., Pontiac, Mich.

TRUCKS, LIFT (Hand)

Lift Trucks, Inc., Cincinnati, Ohio
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PALLET (Hand)

Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PALLET (Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Clark Industrial Truck Div., Clark Equipment Co., Battle Creek, Mich.
Lift Trucks, Inc., Cincinnati, Ohio
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PALLET-STACKING (Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Lift Trucks, Inc., Cincinnati, Ohio
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PALLET-STACKING (Straddle, Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PLATFORM (Hand)

Fairbanks Co., The, New York, N. Y.
Mercury Mfg. Co., The, Chicago, Ill.

TRUCKS, PLATFORM (Powered, Elec.)

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PLATFORM (Powered, Gas)

Buda Company, The, Harvey, Ill.

TRUCKS, PLATFORM (Powered, Non-Riding)

Lift Trucks, Inc., Cincinnati, Ohio

WAREHOUSES

See section immediately following

WATCHMEN'S SUPERVISORY SERVICE

American District Telegraph Co., New York, N. Y.

WATERFLOW ALARMS

American District Telegraph Co., New York, N. Y.

WHEELS, INDUSTRIAL

Darnell Corp., Ltd., Long Beach, Cal.
Fairbanks Co., The, New York, N. Y.
Mercury Mfg. Co., The, Chicago, Ill.

WINCHES

Mercury Mfg. Co., The, Chicago, Ill.
Silent Hoist & Crane Co., Brooklyn, N. Y.
Yale & Towne Mfg. Co., Philadelphia, Pa.

No Transcontinental Trucking, Commission Says Again

The ICC has struck a final blow at transcontinental trucking by reaffirming its decision of last November denying Pacific Intermountain Express Company the right to buy Keeshin Freight Lines, Inc.

The ICC stated that its action was not based solely—or even primarily—on the adverse effect which the unification might have on the operation of the protesting railroads.

"We were equally concerned with the effect of such service on the financial stability of the protesting and other motor carriers competing in the Keeshin territory and on their ability to continue providing the public with adequate transportation service."

Public Warehouse Section

Warehousing is an integral part of distribution in several ways. Public warehouses are not merely depositories for the safeguarding of personal effects or industrial commodities; many are equipped to perform a wide range of services in addition to storage. Among those services are:

Bottling, boxing, financing, fumigating, grading, handling, hauling, labeling, motor transportation, moth-proofing, moving, operation of public truck scales, quick-freeze facilities, rental

of space for manufacturing, offices and showrooms, rigging, sales representation, sample distribution, sorting, stevedoring and various other functions for efficient and economical distribution.

This special advertising section of public warehousing has been consolidated for ready reference and maximum utility. It includes merchandise, refrigerated, household goods and field warehouses. For shippers' convenience, states, cities and firms have been arranged alphabetically.

BIRMINGHAM, ALA.

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American Transfer & Warehouse Co., Inc.

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Merchandise and Household Goods
Warehouse, Concrete and Steel Construction—
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siding, Frisco railroad. Pool Car Distribution
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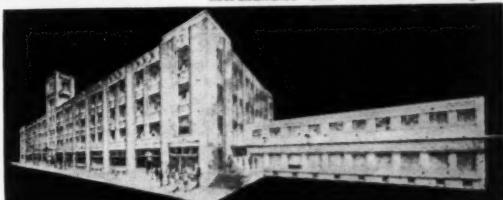
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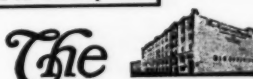


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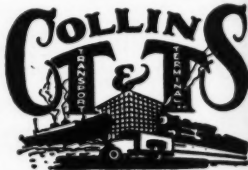
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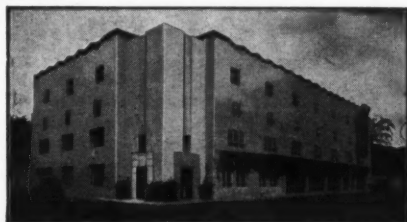
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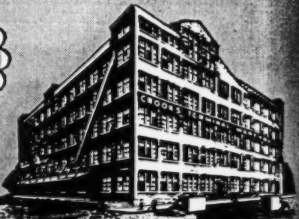
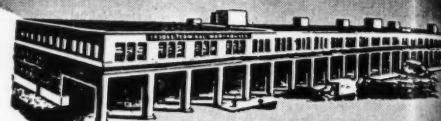
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TERMINAL WAREHOUSE

"The Economical Way"

Division of Beatrice Foods Co.

519 W. Roosevelt Road, Chicago 7, Ill.

Year-round candy storage, pool car distribution, negotiable warehouse receipts. Storage in transit. One-half million sq. ft.

Customs Bonded
Unlimited Floor
Load Units for
Lease
Near the Loop



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For Distribution in CHICAGO Use

SYKES SERVICE

Fully sprinklered warehouse building for merchandise storage exclusively.

Centrally located—only 12 minutes from the loop. Complete warehouse service with personal supervision.

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SYKES TERMINAL WAREHOUSE

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Low Rates all Points Coast to Coast

By Motor Van or Pool Car

Expert Packing—Crating—Shipping

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Bonded Warehouse

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General Offices and Warehouse

4015 North Broadway, Chicago, Ill.

Facilities of the

NORTH PIER TERMINAL CHICAGO



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Distinctive location in Chicago's front yard, at the mouth of the Chicago River. Frontage on outer drive, 444 and 445 Lake Shore Drive. Buildings, 365-589 E. Illinois St. 3 blocks to Mich. Ave. Combine your office with your warehouse and service department. Space leasing. 12 minute walk to loop, less by street car (no transferring).

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For in-transit, car load movement in and out. 95th and Cottage Grove. 100,000 sq. ft., fully mechanized, unlimited floor load, I. C. siding inside building.

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At mouth of the Chicago River, 400 E. South Water St. Stevedoring, loading and unloading of lake and foreign ships.

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At 2905 S. Western Ave. Handling of barges from, to New Orleans and intermediate points.

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Eastern Representative: J. Leo Cooke Warehouse Corporation. New York phone: WH. 3-5090.

NORTH PIER TERMINAL CO.

Executive offices: 444 Lake Shore Drive,
Chicago 11—Superior 7-5606.

W. W. Huggett,
Pres. and Gen. Mgr.

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Merchandise Storage and Distributors

WAKEM & McLAUGHLIN, Inc.

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Bottling In Bond**AMERICAN WAREHOUSEMEN'S ASSOCIATION****CHICAGO, ILL.****One of Chicago's Finest**

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Chicago Freight Rates Apply**JOLIET, ILL.****TRANSIT WAREHOUSE AND DISTRIBUTING CO.**

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Merchandise & Household Goods Storage—Moving & Crating
105,000 Sq. Ft. • One Floor • Brick Construction •
Sprinklered • Heated • Private Siding
18-Car Capacity • 11 Trucks
Free Switching by: CCC&SL • Santa Fe
• Illinois Central • Alton • Rock Island
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Phone Gary 6131**INDIANAPOLIS, IND.**

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Down Town Location with RR tracks in building

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Merchandise Storage • Private Sidings, N.Y.C.
Pool Car Distribution • Office Space
Represented By
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A Complete Service

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359 W. RAY STREET, INDIANAPOLIS

OPERATING 53 TRUCK UNITS
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General Merchandise Warehousing and Distribution.
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Modern Brick Warehouse, Sprinklered 80,000 Square Feet.
Siding on C. M. St. P. & P. Rd. Free Switching from Other
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MODERN WAREHOUSE
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Complete Facilities For Efficient Warehousing
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DAILY SERVICE IN EVERY DIRECTION



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Merchandise Storage and Pool Car Distribution
In a community consisting of Davenport, Bettendorf, Iowa—
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Investment \$350,000.00
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100,000 square feet of sprinklered fireproof floor space.
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Local and long distance
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Members: A.W.A.—N.F.W.A.—Ia.W.A.—Distribution Service, Inc.

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Low insurance rates. Complete-Motor-Freight-Facilities.
Pool car distribution—all kinds. Merchandise & House-
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"IN THE HEART OF THE NATION"

A complete warehousing service with the finest distribution facilities available. Served via AT&SF, CRI&P and MP Railways. Truck terminal serving all points in the nation.

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Household goods and merchandise storage.

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Household Goods & Merchandise Storage. Free Switching—Sprinkler System

Member of NFWA—AVL



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25 WAREHOUSES 944,000 SQUARE FEET

Louisville Member
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Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.

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Member of A. W. A.

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Complete distribution and warehousing service
Operators of space in Free Foreign Trade Zone No. 2
Sidings on N. O. Public Belt R. R.



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THE ONLY PRIVATELY OWNED AND OPERATED PUBLIC WAREHOUSE AT SHIPSIDE IN NEW ORLEANS

This Corporation, continuing the operations of Douglas Shipside Storage Corporation established in 1931, offers Public, State and U. S. Customs Bonded Warehousing at its new terminal and wharf served by deep-water dock for ocean-going vessels and barges. Louisiana Southern R. R. switchtrack . . . reciprocal switching . . . sprinklered buildings . . . storage-in-transit privileges.

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Member American Warehousemen's Association

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TERMINAL AND WHARF AT FOOT OF ST. MAURICE AVENUE AND MISSISSIPPI RIVER
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New Orleans Merchandise Warehousemen's Ass'n

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An Able servant to the PORT OF NEW ORLEANS
Complete warehousing facilities—Distribution—Weighing—Forwarding—Fumigating—Storage—Cartage—Field Warehousing—Office Space—Display Rooms—Sprinklered Risk.
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Located in the Heart of the Wholesale District • Convenient to Rail & Truck Depots • Private Switch Tracks T & NO - SP RR • Reciprocal Switching • COMPLETE WAREHOUSING SERVICE

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Incorporated 1918

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Storage—Distribution—Forwarding
Tobacco Inspection and Export—Low Insurance Rates
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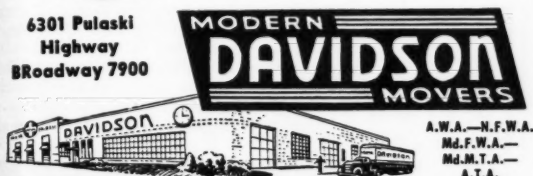
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Complete Warehouse Service



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1949 edition of D and W Directory

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OFFICES: 88 Charles St., Boston
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BOSTON, MASS.

Established 1896



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FITZ WAREHOUSE CORPORATION

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ALBANY TERMINAL STORES

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Established 1894

General Merchandise Warehouses

UNION WHARF, BOSTON 13

Connecting all railroads via
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A.D.T. Service
Motor Truck Service

Member of Mass. W.A.

BOSTON, MASS.

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Wool, Cotton and General Merchandise

INDUSTRIAL SPACE FOR LEASE

IN UNITS TO SUIT TENANTS



LOCATION: Near but outside congested part of city. Obviates costly trucking delays. Overland express call.

STORAGE: For all kinds of raw materials and manufactured goods in low insurance, modern warehouses.

RAILROAD CONNECTIONS: Boston & Maine R. R. sidings connecting all warehouses at Mystic Wharf. New York, New Haven & Hartford sidings at E St.

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LEASING: Space in units of 2,000 to 40,000 ft. on one floor for manufacturing or stock rooms at reasonable rentals on short or long term leases.

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Atlantic States Warehouse and Cold Storage Corporation

385 LIBERTY ST., SPRINGFIELD 1

General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats and Citrus Fruits

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Daily Trucking Service to
suburbs and towns within
a radius of fifty miles.

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Members: NFWA—AWA—ACW—AVL Agents

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Merchandise Storage—Pool Car Distribution
Fleet of Trucks for local delivery.

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Telephone
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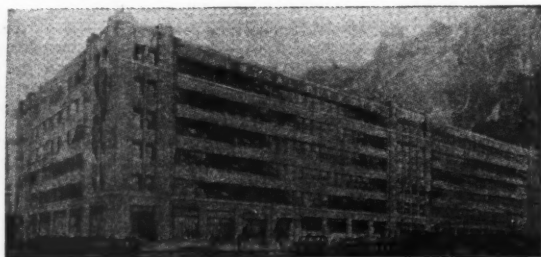


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Fireproof Storage

Offices: 385 LIBERTY ST., SPRINGFIELD 1
HOUSEHOLD GOODS STORAGE, Packing,
Shipping, Pool Car Distribution of All Kinds
Fleet of Motor Trucks

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CENTRAL DETROIT WAREHOUSE

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

WAREHOUSE & TERMINALS CORPORATION

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

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Fort and Tenth Streets, Detroit 16, Mich.

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Members N. F. W. A.

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11850 E. Jefferson Ave., Detroit 14

Phone Valley 2-4540 Teletype DE-968

STORAGE AND MOVING, PACKING
AND SHIPPING

Agent for Allied Van Lines, Inc.



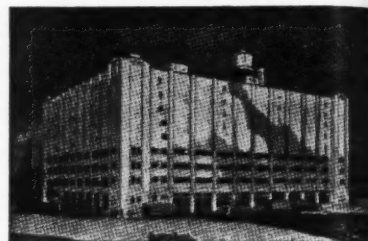
For Shippers' Convenience, States, Cities



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and

COLD STORAGE COMPANY

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AN ASSOCIATED



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DETROIT
the Best is
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1448 WABASH AVENUE, DETROIT 16

Phone: Woodward 2-4730

Division of

United States Cold Storage Corporation



U. S. COLD STORAGE CORP.



U. S. COLD STORAGE CO.



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U. S. COLD STORAGE CO.

and Firms are Arranged Alphabetically

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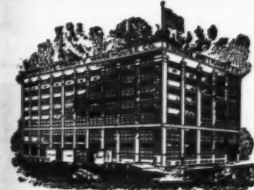
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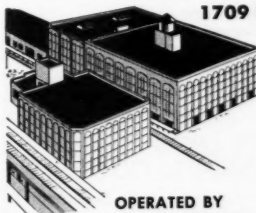


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WITHIN THE LAW

(Continued from page 58)

YOU CAN invalidate an order by the Public Service Commission not authorized by a state law, because a public service commission is a creature of the state legislature, and its acts or orders which fall beyond the purview of the state statutes creating it are not merely erroneous but void.

See *Lambdin v. Commerce Commission ex rel. Assumption Mutual Tel Co.*, 352 Ill. 104, 185 N. E. 221; *Chicago Railways Co. v. Commerce Commission ex rel. Chicago Motor Coach Co.*, 336 Ill. 51, 167 N. E. 840, 67 A.L.R. 938.

See also *People ex rel. Illinois, Inc. v. Biggs*, 84 N. E. (2d) 372, Ill.

This court held that the Commission could not extend the time fixed by the public utilities act requiring that an application for rehearing be made within a specified 30 days. The court said:

"We emphasize what we have often had occasion to say, that the commission possesses no inherent powers, but only statutory ones."

According to a recent higher court, state laws require a public service commission to make decisions and findings of fact based on evidence in the case. In other words, the law does not authorize a court to put itself in the place of a public service commission and determine independently the issues presented, or to substitute its judgment for that of the commission. The court can only determine whether the commission's findings are supported by substantial evidence. If the court determines to the contrary, it will reverse the commission's decision.

In *Chicago & W. T. Tys, Inc. v. Illinois Commerce Commission*, 74 N. E. (2d) 804, Ill., this question was pre-

sented the court: Is a public service commission justified in granting a certificate of convenience and necessity to a new carrier and thus allow it to invade the field of a competing carrier before it is shown that the existing carrier is unable to adequately serve the public in the manner found necessary or convenient by the commission?

This court held that before a new carrier can be allowed to invade the field of an established carrier, testimony and evidence must prove that the latter is unable to adequately perform the service found necessary or convenient by the commission.

See also *Illinois Highway Transport Co. v. Commerce Commission*, 90 N. E. (2d) 86. This court held that where testimony shows that a pioneer carrier is rendering adequate and satisfactory service in a specified area, and the evidence does not sustain a finding that a new motor carrier will more adequately serve the public convenience and necessity, a certificate awarded to the new carrier is void.

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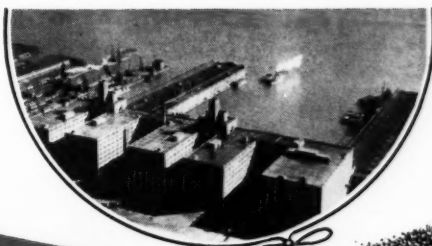
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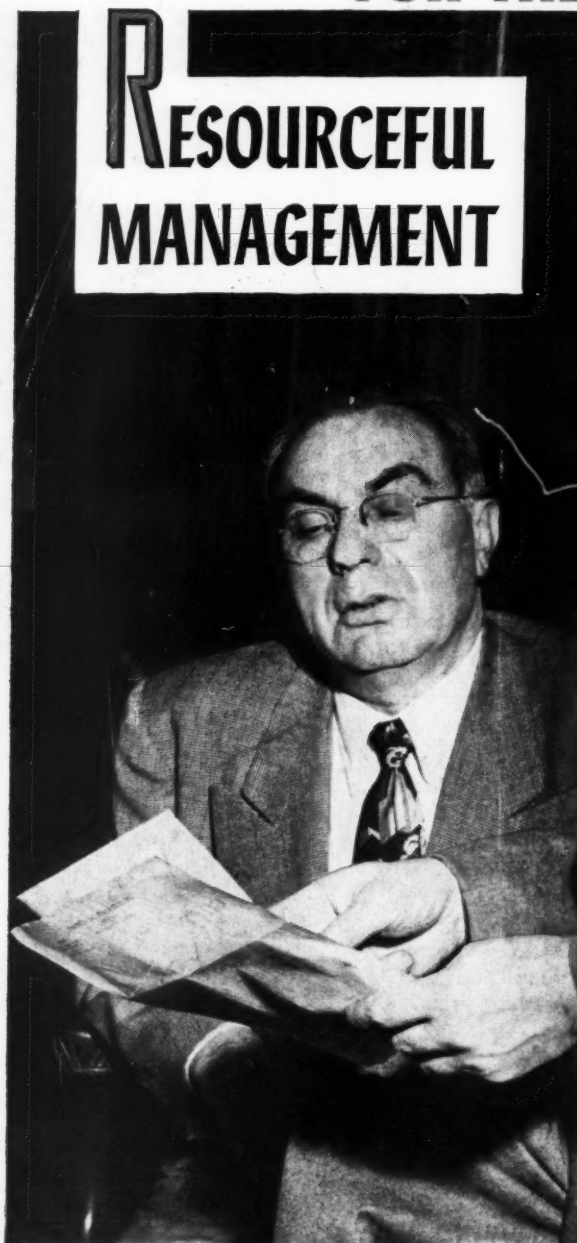
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